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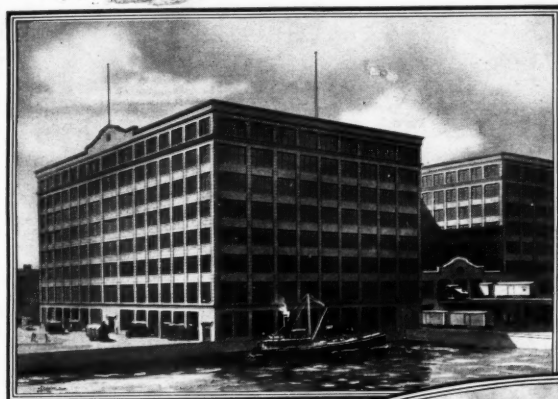
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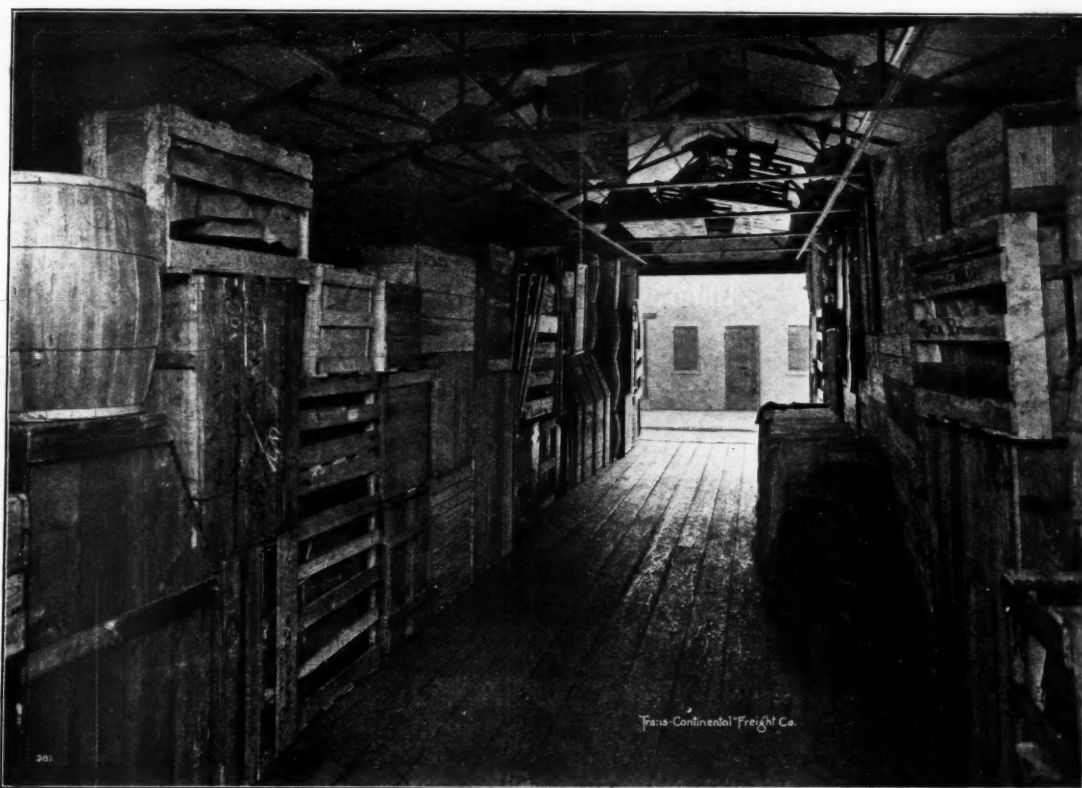
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CONTENTS OF ISSUE COPYRIGHTED JUNE, 1920,
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ARTICLES

Shippers to Organize National Association 7

New York Warehousemen Codify Regulations 13

The Proposed National Furniture Warehousemen's

Association. By James F. Keenan16

Traffic Managers Discuss Question: "Should the

Warehouseman Know Tariff Rates?" 18

Both Sides of the Question: "Shall the Household

Goods Warehousemen Organize a National Asso-

ciation?" 21

The Household Goods Warehouse. By Charles H.

Moore 26

A. W. A. Committees Discuss Cost Finding 35

Clagett Co. Buys Newby Interests in Kansas City..

"Stumbling Blocks," Third of Series of Articles Dis-

cussing Problems in the Industry 36

"What's What in New Buildings," (I and II)..... 38

Build Fire Protection on Good Housekeeping. By

C. A. Moran 41

Your Sprinkler System. By Louis B. Magid 43

Amazing Distribution Achievement by 100 Motor

Trucks 44

Shellhouse System of Prolonging the Life of the

Motor Truck 45

Think: Talk: Act: Motor Truck Transportation 46

Proposed East-to-Pacific Rate Advances Affect Dis-

tribution and Warehousing 47

DEPARTMENTS

Editor's Page..... 25

From the Legal Viewpoint, by George F. Kaiser..... 34

Readers' Forum..... 40

New Buildings, Incorporations, Etc..... 60

Meetings Scheduled by Leading Associations..... 65

NEWS

Cartage Interests to Convene June 26..... 48

House Hears Attack on Army Warehousing..... 49

San Francisco Warehouses Taxed Because of Prohibition

Cathcart Van Designed to Save Money..... 50

Georgia Banks Urged to Aid Warehousemen..... 52

International Co. Organizes at El Paso..... 54

Labor Agitations Costly in Detroit..... 55

California to Adopt Federal Grain Act..... 55

Car Distributors Lease Own Warehouse..... 56

Truck Association Formed in Indiana..... 58

Wool Warehousemen Soon to Be Regulated..... 59

U. S. Would Take Title to Army Warehouses..... 59

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New York.....326 Whitehall Bldg.
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Philadelphia.....272 Drexel Bldg.
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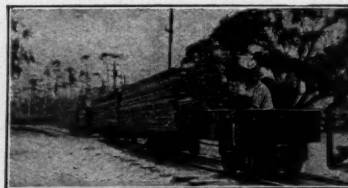
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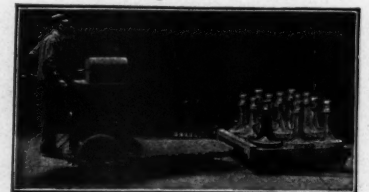
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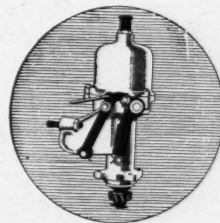
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No. 6

SHIPPERS

*Who Distribute
Through Warehouses*

Will Organize a National Association

at Convention in Chicago on June 15 and 16

Purpose is Co-operation With Storage Industry Looking Toward Standardization of Warehouse Customs, Business Documents, Etc.—Eleventh Hour Opposition Develops from Men in the Warehouse Industry in Kansas City, New Orleans, Omaha and Chicago—Officers of A. W. A. Indorse the Movement.

By KENT B. STILES

THE proposed national association of traffic representatives of manufacturing and forwarding companies which distribute commodities through merchandise warehouses is to be organized at the Congress Hotel in Chicago on June 15 and 16.

On a date about three weeks prior to the convention, thirty companies, including some of the largest manufacturing interests in the country, had announced they would have representatives attend the meeting. Indications on that date were that probably as many as fifty companies would become members at Chicago. More than a dozen others had evinced interest in the movement by asking for reports of the convention proceedings with a view to seeking membership later.

The prospective members of the new organization do annually millions of dollars' worth of merchandise distributing through warehouses in the United States and Canada.

Standardization of practices, customs, business documents, rules, regulations, etc., in the relationship between shipper and warehouseman, is the primary purpose of organizing.

The shippers who attend the convention will go to Chicago with advance assurance that their movement has the approval of the American Warehousemen's Association. Officers of this national body of storagemen have encouraged the plan since the inception of the idea last December and have promised that an operating agreement will be made so that the American Warehousemen's Association and the new shippers' association may hold joint annual conferences. These conferences would be associated with the December conventions of the A. W. A.

George S. Lovejoy, of Boston, vice-president of the A. W. A. and one of the leading merchandise ware-

housemen of the country, is expected to attend the Chicago convention as the representative of his industry. Mr. Lovejoy is manager of the storage department of the Quincy Market Cold Storage & Warehouse Co.

At the eleventh hour the promoters of the new association have been informed that a spirit of opposition has arisen in some quarters in the warehouse industry. This hostility is based apparently on a conviction entertained by some of the storage executives that the shippers have an ulterior motive in organizing—a motive identified with determination on the part of manufacturers and forwarders to use the new association as a club over the warehousemen's head in order to prevent advances in warehouse rates for storing and distributing commodities and in order to "put a check" to practices and customs which the shippers might regard as objectionable.

Herewith is published a list of the companies which are planning to organize the new association. The names within parentheses are those of the men whose personal attendance is expected. Several of the companies have not definitely announced who will represent them:

- | | |
|---|---|
| Acme Transfer & Storage Co.
(Thomas A. Bradley,* president, New York, and Herbert N. McEwen,* vice-president, St. Louis.) | Janeway & Carpenter, <i>wall papers</i> , Chicago. |
| A. Klipstein & Co., <i>dye-stuffs and chemicals</i> , New York.
(A. G. Wackenreuter, Chicago representative.) | Kellogg Toasted Cornflake Co., Battle Creek, Mich.
(E. Wallace, traffic manager.) |
| Armour Grain Co., Chicago.
(I. L. Colborn, traffic department.) | Keystone Steel & Wire Co., Peoria, Ill.
(John Simon,* manager, transfer department.) |
| Bon Ami Co., <i>soap</i> , New York. | Loose-Wiles Biscuit Co., Chicago.
(D. W. Donohue, traffic manager.) |
| Burnham & Morrill Co., <i>food products</i> , Portland, Me.
(George B. Calkins, Chicago representative.) | Merrell-Soule Co., <i>food products</i> , Syracuse, N. Y.
(S. D. Rice, traffic manager.) |
| Celite Products Co., Chicago. | M. Lowenstein & Sons, Inc., <i>cotton converters</i> , New York.
(George F. Shephard, distribution manager.) |
| F. F. Dalley Corporations, Ltd., <i>shoe polish</i> , Hamilton, Canada. (John J. Sinnott,* traffic manager.) | Montgomery Ward & Co., Chicago.
(J. W. Hicks, transportation division.) |
| Ford Roofing Products Co., St. Louis.
(B. F. Fuller, traffic manager.) | Pillsbury Flour Mills Co., Minneapolis.
(P. W. Smith, traffic manager.) |
| Furniture Manufacturers Association, Grand Rapids, Mich.
(Frank E. Jones,* traffic manager; C. P. Thomson, assistant traffic manager; Francis D. Campau, general counsel.) | Postum Cereal Co., Battle Creek, Mich.
(E. C. Nettels, traffic manager.) |
| General Forwarding Co., New York and Chicago.
(H. L. Scott, Chicago representative.) | P. W. Drackett & Sons Co., <i>washing soda</i> , Cincinnati.
(H. B. Rubey,* traffic manager.) |
| Genesee Pure Food Co., LeRoy, N. Y.
(H. L. Gayton, traffic manager.) | Rockford Transfer Co., <i>forwarders</i> , Rockford, Ill. |
| Hoosier Manufacturing Co., <i>kitchen cabinets</i> , New Castle, Ind. (C. V. Wake,* traffic manager.) | Sherer-Gillett Co., <i>sanitary containers</i> , Chicago. |
| Indian Packing Corp., <i>packers</i> , Chicago.
(Mr. McVady, warehouse department.) | Swift & Co., <i>packers</i> , Chicago.
(Thomas Gadsden, traffic representative.) |
| James B. Sipe & Co., <i>oils and paint specialties</i> , Pittsburgh.
(E. Stanley Grant,* traffic and distribution manager.) | United & Globe Rubber Co., <i>mechanical rubber goods</i> , Trenton, N. J. |
| | Vick Chemical Co., Greensboro, N. C.
(C. G. Yates,* traffic manager.) |
| | Yawman & Erbe Manufacturing Co., <i>filing systems</i> , Rochester, N. Y. (A. T. Cobb, traffic manager.) |

(*Members of advisory committee organizing the association.)

Other companies who have given support to the organization movement and who have indicated they would eventually seek membership include:

- | | |
|--|--|
| The Buck's Stove and Range Co., St. Louis. | Sun Co., <i>petroleum and petroleum products</i> , Philadelphia. |
| Chicago Great Western Railroad Co., Chicago. | Thompson Milling Co., Lockport, N. Y. |
| Howell Trading & Forwarding Co., Toronto. | Vacuum Oil Co., New York. |
| Jerome B. Rice Seed Co., Cambridge, N. Y. | Walworth Manufacturing Co., <i>iron and steel products</i> , Kewanee, Ill. |
| Mentholatum Co., Wichita, Kans. | Ypsilanti Reed Furniture Co., Ionia, Mich. |
| Northern Furniture Co., Sheboygan, Wis. | |
| Quality Brands Co., <i>roofing products and industrial coatings</i> , Cleveland. | |

It may be stated that some of the foregoing twelve companies may have traffic representatives at the Chicago meeting.

CO-OPERATION vs. OPPOSITION

OPPOSITION by warehousemen, coming almost on the eve of the convention, is a surprise and a shock to the traffic representatives. It is a peculiar development because the promoters of the new association had supposed that the movement had the united and whole-hearted support of the entire industry. They had every reason to think that such was the case, in view of the attitude of the storage executives at the December convention of the American Warehousemen's Association at Cincinnati and at the January convention of the Central Warehousemen's Club at Kansas City. Let us examine the evidence:

Prior to the A. W. A. convention, Mr. Lovejoy, then president of the American Warehouseman's Association, announced in the official *Bulletin* to the members:

"The distribution of merchandise through warehous-

ing channels has been in the past an important part of the business. It is probable that in the future it will occupy a more important place in the business of warehousemen, and, with this thought in mind, an invitation has been extended to many traffic men throughout the country to attend our Annual Convention and take up with us some of the vexatious questions which arise between principal and agent in the conduct of this business, in the hope that out of such a conference there may come agreement as to certain essential features and service, and what would constitute a proper remuneration for many of the different and special services required."

Traffic managers and forwarders who visited Cincinnati in response to Mr. Lovejoy's invitation were warmly welcomed. After discussion, openly on the floor of the

convention, of problems common to shipper and warehouseman, Mr. Lovejoy appointed a committee to confer with the traffic men in an effort to arrive at a common meeting ground looking toward the solution of those problems. Of this committee, A. H. Greeley, Cleveland, was chairman, and Frank Rochambeau, New York, secretary, the other members being A. H. Millward, Chicago; John F. Weis, Rochester, N. Y.; L. T. Crutcher, Kansas City; P. F. Cassidy, Chicago; William E. Halm, New York; W. W. Morse, Minneapolis; S. M. Haslett, San Francisco; John Bekins, Omaha; G. H. Hansen, Milwaukee.

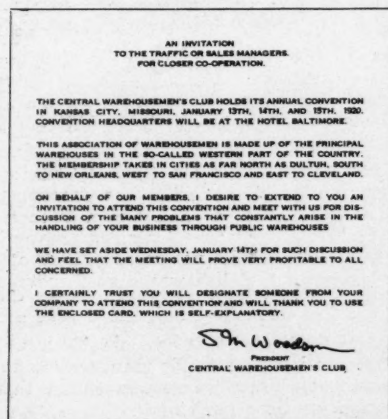
This committee met with the traffic representatives, discussed the problems, and a formal report was made to the convention as to what extent it seemed possible for both sides to effect some sort of understanding and agreement. The subjects discussed included the following:

1. Warehouse charges for advancement of freight charges on incoming freight.
2. Consignments—whether goods should be addressed to warehousemen direct or to shippers' name in care of warehouseman.
3. What papers the shipper ought to send to the warehouseman before arrival of goods.
4. Warehouse charges, stencilling, unloading, storing.
5. Bills of lading.
6. Unloading reports and how they should be handled.
7. Outbound freight charges and freight extension.
8. Standardization of monthly stock reports.
9. Damage claims.
10. Warehouseman's responsibility for goods after railroad has received his receipt.
11. Charges for and ownership of overage.
12. Interpretation of the word *distribution*.
13. Unloading notices.
14. Insurance.

These were only a few of the subjects discussed at Cincinnati and of the subjects which the members of the new shippers' association will take up from time to time.

At Cincinnati, the traffic representatives held a meeting of their own and discussed conditions more frankly than they had in the presence of the warehousemen's committee. The outcome was the plan to organize traffic men and forwarders into a national body.

At no time during the Cincinnati convention was there any evidence on the part of warehousemen that the proposal to organize the shippers would later be subjected to hostility. Indeed, the movement was looked upon so favorably that when the Central Warehousemen's Club arranged its Kansas City Convention program, S. M. Woodson, then president, sent the following invitation to traffic managers:



DURING the subsequent months the traffic committee formed at Cincinnati progressed with its organization efforts. Nothing transpired to show that these efforts did not have widespread approval by the warehouse industry. When the formal letter of invitation was circularized among distribution and traffic managers by the Jones committee, its text included messages of encouragement by James F. Keenan, president of the American Warehousemen's Association, and Mr. Lovejoy, vice-president. Mr. Keenan's endorsement read:

"I have been informed by those actively identified with the American Warehousemen's Association that this movement, in their opinion, is one of the best things ever attempted to help the warehousing industry, and I believe others will agree with this statement."

And Mr. Lovejoy's indorsement read:

"I have received a great many comments from the warehousemen throughout the country, stating what a good thing this movement was, and I have received calls from a number of traffic managers at my office and they have spoken of the matter in the same way, and I know it will lead to a better understanding between warehousemen and their customers. I thoroughly believe in co-operation, where it is done from a straightforward standpoint, and I feel that the traffic managers can accomplish by co-operation just what the warehousemen have in the last few years in their line of business."

The foregoing, then, constitutes the evidence to show that the traffic managers' movement has had constantly the best wishes of the warehouse industry. Why, now, the sudden opposition? And whence its origin?

Distribution & Warehousing understands that there are some of the warehousemen in central western and southern cities, notably Chicago, Kansas City, Omaha, and New Orleans, who are fearful that the new organization would not benefit the industry but rather would operate adversely. In Kansas City, the warehousemen at a recent meeting of the local association discussed the movement, and such apparently was the consensus of opinion. There were reports that the Chicago warehousemen's body planned to discuss the situation and formally oppose the movement. Several Omaha and New Orleans warehousemen were said to have developed the same feeling of opposition. In the words of one central western storage executive—an explanation advanced in response to an inquiry made by *Distribution & Warehousing*:

"Comment from several of the different traffic managers have been carried back to the warehousemen and these comments have not been altogether favorable. It has been reported that Mr. — of the — Co., has said that he is just aching for a chance to show the warehousemen that they cannot 'get away' with all the rules and regulations and conditions under which they do business with the distributors, and that he proposed to use this national distributors' association as a club over the wrehousemen's head."

It was explained that the opposing warehousemen had heard that the traffic managers "were organizing more for their self protection than for the good of the warehouse industry" and that the traffic managers seemed to be of the opinion "that the warehousemen have gotten together a little too closely for the good of the shippers and that brakes should be applied and they propose applying them." To continue quoting from this warehouseman's explanation:

"The warehousemen do not see where this association will do a bit of good or will be able to handle in any better way matters that might properly come before the National Industrial Traffic League, which League, as you are aware, is made up of traffic managers from nearly every large concern in the country and bears about the same relation to the traffic business as the American Warehousemen's Association does to the

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of Grand Rapids, Michigan

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warehouse business.

"The matter of warehousing is only one of the many duties of a traffic manager's work, and our experience has been that those who have the most complicated system and expect most of the warehouses are the concerns having the least amount of real business to offer.

"It seems to be the consensus of opinion of the warehousemen that the warehouses can gain nothing by having these traffic managers 'sit in' at all our sessions and listening to our troubles and differences. I know the question came up in the Executive Committee of the Central Warehousemen's Club about the question of inviting these traffic managers to the mid-

summer convention of the Central Club, and everyone is very much opposed to it. The warehousemen in the middle west seem to be of the opinion that this matter was rushed through the American convention by only a few, and that it did not represent the opinion of the warehousemen that this was a good move to make.

"You possibly may remember quite well in your meeting with the traffic men when they met by themselves at Cincinnati that considerable 'rough talk' was indulged in by these traffic managers as to what they intended to do to the warehousemen and that their only salvation was in organizing.

"Another objection raised is the opinion expressed by one of the warehousemen that, if such an organization

THE DISTRIBUTORS' ORGANIZATION PLAN

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Domestically Sealed Food Products

B & M

PARIS SUGAR CORN · PARIS SUCCOTASH ·
CLAMS · FISH FLAKES · PORK & BEANS ·
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Portland, Maine

May 14, 1920



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Cereal Department

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File #63

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MINNEAPOLIS
U. S. A.

May 13th 1920

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PETER SOMMER, Vice President

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P. J. SOMMER, President

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Manufacturing Chemists

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"Your Bodyguard"

The F. M. Brackett & Sons Co.

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Merrell-Boule Co.

MANUFACTURERS OF
FOOD PRODUCTS
Syracuse, N. Y.

MORE SUCH MIXES MEAT
HERNELL BOULE
BULK CONDENSED MIXES MEAT
HERNELL BOULE
QUALITY MIXES MEAT
POWDERED MILK
POWDERED BUTTERMILK
POWDERED MODIFIED MILK
SWEET CREAM

ONLY APPROVED
"BOULECO"
MIXTURE

DIRECTORS
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comes in existence, some one of the traffic managers will spring the idea of pooling their interests and operating their own warehouses in the various big distributing centers.

"I personally hope that none of the dire things predicted by some of the warehousemen, if this organization does become effective, will ever happen; but I must confess that I am just a bit on the fence."

In connection with the foregoing explanation, there is perhaps one point to be kept in mind. This is that it is not the intention to have the representatives of the traffic managers' association "sit in" with the warehousemen at the latter's convention. The plan, as suggested by an officer of the A. W. A., would be for the new body to hold its annual convention at the same time and in the same

city, with a joint traffic managers' and warehousemen's session to be arranged for the day when the A. W. A. household goods and cold storage sub-divisions assemble—a day on which the merchandise members are usually idle except as they may choose to attend these sub-division sessions.

From a warehouseman in New Orleans comes the thought that the warehouse industry should move cautiously so that its business "might not be exposed to the view of the traffic managers and vice versa." This writer continues:

"The writer has had considerable experience during the past five years with traffic managers of various concerns, and with one notable exception they have all done their utmost to get the maximum amount of

service from the warehousemen at the least possible expense to corporations.

"This would be praiseworthy were it not for the well known fact that good service costs money and that the lowest rate is not necessarily the cheapest rate. Before entering the warehouse business, the writer had some fifteen years' experience in handling traffic managers, so he naturally feels competent to look at the situation from both sides of the fence.

"He believes that your paper is published in the interests of warehousemen, but he very much fears that any organization of the traffic managers would simply mean placing a more effective weapon in the hands of the traffic managers to force the acceptance of the ideas of the respective traffic managers."

Alluding to the fact that "agreements as to what service warehouses are expected to perform" for the shipper, is one of the purposes of the new organization, this New Orleans writer asks: "Is not the warehouseman a better judge of what his rates include?" He asserts it is up to the warehousemen to decide individually whether they desire to act as sales agents, and says he is opposed to joint annual meetings between the A. W. A. and the new body. He concludes:

"To sum up: The entire subject could much better be handled by the American Warehousemen's Association and submitted by the component parts of the Association to their respective customers, namely, the traffic managers, than to reverse the process. In other words, let the shoemaker stick to his last."

HOW strong the opposition to the new movement is, remains to be seen. Meanwhile Mr. Jones as chairman of the shippers' advisory committee organizing the association has received letters of indorsement from a number of warehouse sources, including:

F. A. Todd, manager of the Indianapolis Warehouse Co., Inc., Indianapolis, who writes: "We are very enthusiastic regarding the future of this kind of an organization, and it is not only a step, but a great big jump, in the right direction."

G. K. Weatherred, president of the Weatherred Transfer & Storage Co., Waco, Tex., who writes: "We feel that this is a move that should receive the hardy co-operation of all institutions and organizations affected by your proposition. . . . It is our desire that you know that this move has the indorsement of our company."

And Charles L. Criss, general secretary of the American Warehousemen's Association, says in a letter to Mr. Jones:

"Permit me to congratulate you on the progress you are making in this matter and to wish you every success in it. As one actively handling a large amount of so-called 'distribution business' for a great many years previous to last September, I had often wished for some practical way to bring about a better understanding and co-operation between the warehousemen and those for whom they store and distribute. I am quite sure that each of the parties can learn a good bit about the business of the other, and the best, quickest and cheapest ways to handle it.

"We will be very glad to keep in touch with you in this matter and to know the outcome of your meeting, and then, assuming a proper organization is effected, as I have no doubt will be the case, think it would be proper for this Association to designate a committee consisting of warehousemen most largely interested in this line of work, to co-operate with you. However, the best means of doing that is a detail which may be taken up in due course."

It will be decided at Chicago what shall be the name of the new association. The following have been suggested: National Distribution League, National Association of Distribution Managers, National Distributors' Traffic Association, National Manufacturers' and Distributors' Association, Shippers' Distributing and Warehouse League, Shippers' Conference Committee on Distribution and Warehousing.

On June 14, one day prior to the convention, the members of the advisory committee are to meet at the Hotel Congress in Chicago to prepare the program for the convention.

RESERVE BANK POLICY ON WAREHOUSE WHISKEY RECEIPTS

WASHINGTON, May 28—Although the Federal Reserve Board refuses to make a ruling as to the desirability of a warehouse receipt covering whiskey in bond as collateral security for a loan upon a note, it has placed the responsibility with the member banks. Numerous protests have been filed with the board since the enforcement of national prohibition laws because various banks have turned down requests for loans with the receipts as collateral.

"It seems reasonably clear," the board's ruling reads, "that under the terms of the prohibition laws and the regulations issued by the Treasury Department, warehouse receipts covering whiskey in bond may under certain circumstances be legally bought and sold, and that under those circumstances it is legally possible for the owner of a warehouse receipt covering whiskey in bond to pledge the warehouse receipt as security for his note. Whether or not a bank will make a loan upon a note secured in that manner is a question which, of course, must be determined by the bank itself in each case.

"The Federal Reserve Board, in construing the provisions of section 13 of the Federal Reserve Act, has had occasion to rule that a warehouse receipt covering whiskey in bond which can be removed only for very specific and limited purposes, is not a receipt conveying or securing title to 'readily marketable staples' within the meaning of that section, and that therefore such a receipt is not a proper basis for a banker's acceptance of the kind defined in that section. That ruling, however, has no relation to the legal right of a bank to make a loan

upon the note of a borrower secured by a warehouse receipt covering whiskey in bond.

"Article IV, section 26, of the regulations issued by the Bureau of Internal Revenue, under the terms of the Volstead Act, relative to the manufacture, sale, possession, and use of intoxicating liquors provides that whiskey and brandy may be 'bottled in bond for domestic medicinal purposes in a distillery bottling house or bottling room of a special bonding warehouse.' On Aug. 21, 1919, the Attorney General of the United States rendered an opinion to the Secretary of the Treasury to the effect that the sale of warehouse certificates on whiskey held in bond subject to the payment of tax before removal was not a sale of whiskey for beverage purposes within the meaning of the war prohibition act and was not prohibited by that act. Under the terms of section 3 of Title II of the Volstead Act it is provided 'That nothing in this act shall prohibit the purchase or sale of warehouse receipts covering distilled spirits on deposit in Government bonded warehouses and no special tax shall attach to the business of purchasing and selling such warehouse receipts.'"

Central Club to Convene July 15

MINNEAPOLIS, May 26—The mid-summer convention of the Central Warehousemen's Club will be held here on July 15, 16 and 17.

Information has been received here that the various Central Bureau committees of the American Warehousemen's Association will assemble here on July 13 for further discussion of cost finding and standardization, the members then to stay over and attend the Central Warehousemen's Club convention.

Mr. Shipper

YOU CAN IF YOU WILL

1. *Save money*
2. *Conserve time*
3. *Avoid litigation*
4. *Reduce correspondence*

FOR the benefit and information of manufacturers who distribute millions of dollars' worth of goods annually through the warehouses of the New York metropolitan district, the customs of the storage trade, as they are practiced in this territory to-day, have been put down in black-and-white form.

The shipper who keeps constantly at his elbow one of the twelve-page booklets now issued with this information will find that his efforts to co-operate with the warehousemen with whom he does business in New York can be simplified. The immense amount of correspondence which has heretofore been necessary between traffic manager and warehouse executive regarding fundamentals in their business relationship will be reduced to a minimum.

The warehouseman has his duties to perform in the way of giving service, but it is true also that the manufacturer's representative has obligations. These obligations, as interpreted and asked by the warehouseman, are set forth clearly in the standard rules and regulations codified by the owners and managers of twenty-three of the largest merchandise and cold storage plants in New York.

These twenty-three warehouses are the members of the Port of New York Warehousemen's Bureau of Information, of which H. I. Jacobson, certified public accountant, is manager. The codification issued under his supervision relates not alone to the practices followed in these warehouses, which offer some 20,000,000 sq. ft. of space for distribution pur-

poses, for the customs are the ones generally followed in virtually all New York's merchandise and cold storage plants, which number several hundred.

By following these rules in connection with written orders, stock statements, delivery reports, receipts, etc., the shipper can avoid damage claims, avert confusion in issuing orders and bills, and cut down the volume of his letter-writing. He has a knowledge of which services on the part of warehousemen are regarded as extra ones for which extra payment is expected, and he knows what limit the warehouseman places on his own liability. All of which is equivalent to conservation of money and time. The rules read:

Rule No. 1

ALL GOODS FOR STORAGE shall be delivered at the warehouse properly marked and packed for handling or shipment and the storer must furnish at or prior to such delivery manifest or chop list showing marks, lot numbers, brands or sizes to be kept and accounted for separately. When no such manifest or chop list is furnished and goods are accepted by warehouse, they will be sorted or stored in bulk at option of warehousemen and deliveries made accordingly. When sorted an extra labor charge shall be made.

WRITTEN ORDERS, on letterheads or forms bearing the owner's or agent's name in printing, signed in full and in writing will be required for the delivery of all goods and reasonable precaution shall be taken in order that the warehouse may know definitely the goods desired, and make proper delivery.

Rule No. 2

STORAGE RATES cover warehouse space required for one month or fraction thereof, dating from the receipt of the first package of any lot and are charged in advance from that date up to inclusive

Study and adhere to the rules and regulations which have been codified and issued by the Port of New York Warehousemen's Bureau of Information.

same date of the following month. No half months will be allowed. All charges are based on full months. If, however, warehouse space is specifically reserved, storage will be charged from date of reservation.

All goods UNCLAIMED or on which CHARGES HAVE NOT BEEN PAID for a period of..... months or over, may be sold according to law, and in event of the amount realized being insufficient to pay all charges, including expenses of sale, the owners are liable for whatever balance may be due.

When goods are TRANSFERRED on the books of the warehouse company from one party to another, a new contract is made thereby and a new storage date established. In case of transfer the old rate may or may not apply, at the option of the warehouse.

When rates are quoted by weight they will be computed on GROSS WEIGHT and 2000 lb. shall constitute a ton, unless specifically contracted for.

Storage rates do not include INSURANCE. When INSURANCE RATES are given by us they are not guaranteed, but are the last rates of which we have any knowledge.

ALL CHARGES BECOME DUE WHEN BILLED and when not paid promptly within..... days all deliveries may be stopped without notice.

The warehouse reserves the right not to make final delivery of goods until all charges are paid.

When goods are ordered out of store, a REASONABLE TIME shall be given the warehouse to execute the order, and inability to effect delivery before expiring storage date may not prevent assessing storage charge for another month.

BONDED MERCHANDISE.—Due to the extra expense of maintaining bonded warehouses an extra charge over regular rate will be charged for storing bonded merchandise.

SPECIAL PILING.—When goods are stored as individual packages, small lots, or by specific numbers, marks or sizes, special storage and labor rates will apply.

In such event liability for loss or damage shall in no case exceedper.... on goods stored, unless such excess value is declared by the patron at the time goods are stored.

Rule No. 3

Unless otherwise provided by specific contract, ALL COMMODITIES ARE STORED ON MONTH TO MONTH CONTRACTS and we reserve the right to require the removal of any goods within 30 days from next storage date. Only such notice as is reasonable or possible under the circumstances is required on perishable or hazardous goods.

Rule No. 4

HANDLING RATES include only the ordinary labor and duties incident to receiving the merchandise at store door or sill, storing and delivering same back at warehouse door or sill, but do not include loading or unloading lighters, cars, trucks, or transfers from piers to stores. Our men are instructed not to go on any lighters or public trucks. Lightermen and truckmen must load or unload their own lighters or trucks.

Handling charges will be billed with the storage charge for the first month.

EXTRA HEAVY PIECES.—When packages or pieces are of an exceptionally heavy weight or size, extra labor will be charged.

Rule No. 5

When **GOODS ARE TAKEN DOWN AND REPILED** in store for weigher, sampling, cooperating or other convenience of customer, an additional originally named handling charge of receiving and delivering will be made.

Rule No. 6

EXTRA LABOR FURNISHED BY THE WAREHOUSE will be charged for at the following rates:

Common labor
Skilled labor
Minimum charge
Double charge on holidays.....
Double charges for overtime....

The warehouse reserves the right to increase these charges at any time.

Rule No. 7

The minimum **STORAGE AND HANDLING CHARGE** per lot will be..... cents the first month and minimum **STORAGE** on lot or remaining part of a lot will be..... cents per month.

Rule No. 8

SHIPPING means billing, marking, tagging or brush-marking, procuring bills-of-lading and mailing to consignee or shipper. The charge will be..... per package with a minimum charge of cents per shipment.

Rule No. 9

FREIGHT and other cash items advanced for the benefit of customers become a lien on the goods stored and are payable on demand. No deliveries or transfers from such lots will be made until the lien is satisfied.

Rule No. 10

WAREHOUSEMEN'S RESPONSIBILITY for storage and handling is limited by the laws of the State of New York

to "reasonable care and diligence such as a reasonably careful owner of similar goods would exercise."

All goods are stored at owners' risk of loss or damage by acts of God, civil or military authority, or by insurrection, riot, strikes, enemies of the Government, or by sprinkler leakage, flood, wind storm, fire, moth, corruption, depredation of rats, mice or vermin, by any cause not originating in the warehouse or by any cause beyond the control of the warehousemen. No responsibility will be assumed for loss in weight, for leakage or for insufficient cooperage, boxing, crating or packing, or for wear and tear. The warehouse shall, particularly, not be held responsible for loss of goods by leakage or through failure to detect same, or for concealed damage. All labor and storage charges must be paid on goods lost or damaged by any of the above causes.

Mr. Warehouseman**WHY NOT**

call a conference of merchandise and cold storage warehousemen in your city and agree upon and publish a booklet setting forth the trade practices you follow in your relations with distribution managers to whom you lease space and sell service

?

Rule No. 11

The warehouse undertakes to store and deliver goods (sampling excepted) only in the **ORIGINAL PACKAGE** in which it was received. When required to sample or to open containers and to deliver small packages therefrom, an additional charge will be made, also for necessary cooperage. Minimum charge.....

Rule No. 12

ALL COOPERAGE AT EXPENSE of owner of goods.

Rule No. 13

CUSTOMERS, THEIR REPRESENTATIVES OR WORKMEN will not be allowed inside of warehouses, or to have access to or work on goods in storage, unless accompanied by a regular warehouse employee, whose time will be charged as provided in Rule No. 6. The warehouse employee will, if requested, assist in the work to be done.

Rule No. 14

When **WAREHOUSE SPACE, POWER OR TOOLS** are used or material of any sort supplied by the warehouse, a reasonable charge will be made therefor.

Rule No. 15

The warehouse will not be responsible for loss or damage occasioned by misunderstanding of orders or instructions received by **TELEPHONE**, and such in-

structions or orders are placed at **CUSTOMERS' RISK**.

Rule No. 16

Customers' own forms of **STOCK STATEMENTS**, submitted in duplicate, will be checked with the books of the warehouse without charge. Preparing stock statements, warehouse checking or stock-taking will be charged for as per Rule No. 6.

Rule No. 17

DAILY DELIVERY REPORTS will be mailed to customers who furnish blanks, postage and addressed envelopes.

Rule No. 18

When **NEGOTIABLE WAREHOUSE RECEIPTS** are required, written orders for same must be lodged and the receipts when delivered must be signed for. Only one Negotiable Receipt will be furnished on any lot. Additional receipts may be charged for.

Unless otherwise instructed **NON-NEGOTIABLE** warehouse receipts will be issued, one to a lot.

When a Negotiable Receipt has been issued, under no circumstances will the removal of the goods from the warehouse be permitted until the Negotiable Receipt is returned to the possession of the warehouseman.

Rule No. 19

The warehouse will not **DELIVER OR RECEIVE GOODS** on holidays nor on Saturdays after 12 o'clock noon, nor on any other day after 5 p. m., except by special arrangement.

Goods must be **DELIVERED** to warehouse **NOT LATER** than.....p. m., during working days, and not later than on Saturdays.

Rule No. 20

Car unloading includes use of tracks, platforms, etc., and the labor unloading to warehouse door. The charge will be cents per 100 lb., minimum charge \$..... per car.

Rule No. 21

Inability to unload cars promptly shall not relieve the storer of liability for demurrage and track storage charges. Inability to transfer such merchandise promptly shall not relieve the storer of wharfage or demurrage charges.

Rule No. 22

Transfer from piers to warehouses includes the use of trucks, bulkheads, etc., and the labor of transferring to the warehouse door. The charge will be..... cents per 100 lb.

Rule No. 23

Distribution means the checking out and delivery at car or warehouse door all goods not stored, but held for delivery not later than the next day after the car is placed. Previous to the unloading, notice shall be given, stating the number of packages wanted, brands, sizes, etc., and to whom they are to be delivered.

Rule No. 24

Notice will be given when goods are ready for delivery, and any goods remaining after the time specified will be charged at full storage and handling rates. The charge is additional to the car unloading.

Rule No. 25

Drayage means ordinary cartage of goods and delivery at platform or sidewalk. When delivery is required in basement or upon upper floors or other inconvenient places, an extra charge will be made.

Rule No. 26

Loading out cars includes use of tracks, platforms, etc., and the labor of loading cars from warehouse door. The charge will be cents per 100 lb. Minimum charge, \$..... per car. If a checker is not furnished by the owner or railroad, the warehouse shall not be held responsible for load and count.

Rule No. 27

A reasonable charge shall be made for dunnage and fastenings.

Rule No. 28

The warehouse company reserves the right to refuse acceptance of merchandise until advances are paid. When, however, such charges are paid by the warehouse company, customers may be drawn on by sight draft with a charge of% in addition to bank collection charge.

Rule No. 29

Revenue stamps required in the conduct of a customer's account will be charged.

Rule No. 30

Demurrage will not be absorbed by the warehouse company, but all possible diligence will be used to unload cars and lighters promptly.

Rule No. 31

For taking marked weights or numbers on arrival or delivery a charge of cents each will be made, minimum charge of cents each time.

Rule No. 32

Nothing herein contained shall be deemed a waiver or modification of the rights of the warehousemen under the laws of the State of New York. Not responsible for delays in delivery of merchandise by reason of labor disputes or strikes, nor for additional charges arising therefrom.

SENATE ENACTS THE COLD STORAGE LAW

WASHINGTON, May 18—Passage by the United States Senate of the bill providing for the regulation of cold storage and known as "United States Cold-Storage Act," brings this important legislation to a final stage. The Senate bill, which was passed Monday, has the indorsement of the joint committee representing cold-storage warehousemen and affiliated industries. The purpose of this legislation is "to prevent hoarding and deterioration of and deception with respect to cold-storage foods and to regulate shipments of cold-storage foods in interstate and foreign commerce."

Senator Wadsworth of New York was successful in his effort to amend the bill in the Senate, which will afford considerable protection to the cold-storage man. The Wadsworth move was to amend a similar provision reported by the Senate Committee on Agriculture and Forestry. Senator Wadsworth changed the language of the committee's bill to relieve the cold-storage concern of the responsibility for the delivery of the goods to the consumer after the goods have left the cold-storage warehouse. In explanation the Senator said:

"Cold-storage concerns and warehouse concerns; they do a warehouse business, a storage business; they do not own the

Do You Know

About the New Portable Elevator or Piling Machine Combining Hand and Motor Operation

?

The combination revolvator, as this machine is called, is a portable elevator for elevating cases, bales, barrels, etc., for piling purposes. It embodies a new and exclusive feature of great utility—a combination of hand and motor operation in one machine.

This elevator, similar in construction to hand-operation and motor-operated portable elevators, is equipped with a hand crank for hand operation; and, in addition, with a small motor with cord and plug which may be conveniently attached to an ordinary Edison lamp. The motor is small enough to be thrown directly on the line without the use of a starting box and is controlled by a simple knife switch mounted on the elevator. The change from one form of operation to the other may be instantly effected.

The advantage of this feature is apparent—the elevator may be operated by motor wherever current is available, and use by hand in those odd

corners of the warehouse or manufacturing plant where current is not available, or on an outside platform. When operating by motor the manual labor of cranking is eliminated and a load as heavy as 1800 pounds may be raised at approximately three times the speed attained by the average man operating by hand.

A circular issued by the Revolvator Company, Jersey City, N. J., manufacturers of this machine and other portable elevators, states that the combination revolvator may be furnished with any one of the three different types of bases—revolvable, non-revolvable, or open end in connection with skids—and that the motor attachment may be furnished for application to and hand-operated portable elevator.

foods which are placed in cold storage; other people own those articles. The owner of the food which is placed in cold storage may withdraw it from cold storage at any time. Under this provision, if the owner withdraws food, we will say, after it has been in cold storage for twenty-eight days, and then does not sell it or deliver it to the consumer for five, six or seven days, the cold-storage man will be responsible for the breaking of the law, although he would have no control whatsoever of the food after it had passed out of his cold-storage warehouse."



The Proposed National Furniture Warehousemen's Association

By James F. Keenan

President of the American Warehousemen's Association

THE New York Furniture Warehousemen's Association and the Illinois Furniture Warehousemen's Association, having issued official statements in regard to the proposed National Household Furniture Warehousemen's Association, both statements being fairly construed as favoring the proposed association and tending to influence their members in favor of this project, it seems proper that the American Warehousemen's Association should give its household goods members and the furniture warehousing industry generally a statement of its position.

Therefore this statement and discussion of the matter has been prepared by the President of the A. W. A. in collaboration with leading members of the Household Goods Sub-division, and is submitted with the approval of the General Executive Committee of the Association.

Many of the officers and members of the A. W. A. believe that the new association is projected under a misapprehension of the facts in regard to its organization, and that by putting these facts fairly before the furniture warehousemen it may be possible to save a great deal of unnecessary effort and expense, which the formation and upbuilding of this new association will entail, and, what is more important, to prevent the division, scattering and duplication of the efforts of warehousemen.

The statement is confidently made that the furniture warehousemen of the country can obtain, through affiliation with the household goods sub-division of the A. W. A., any and all the objects which, according to the public statements of its advocates, are sought to be obtained by the organization of a National Household Furniture Warehousemen's Association.

The only obstacle that exists now to the attaining of these objects is the permission of associate membership by the N. Y. F. W. A. and I. F. W. A., and it has not been at any time disputed that this would be an equal obstacle to the organization of the new association and the changing of the by-laws of these new associations. Eliminating associate memberships has been a necessary preliminary to the organization of a National Household Furniture Warehousemen's Association.

Now, therefore, that the New York and Illinois associations are about to divorce themselves from their associate

members, the way is equally clear for the furniture warehousemen of the country to join the A. W. A. and affiliate with its household goods sub-division, or to aid in organizing a new association.

It has seemed that the official statements sent out by the New York and Illinois associations, in apparent zeal for the new association, were not strictly accurate, and it may not be amiss to consider frankly these statements, which may presumably be taken as the reasons that have influenced some of the furniture warehousemen of the country to feel the need for a new national association.

In the circular letter of the New York association, dated April 5, there is found what is called "a few cogent facts."

First.—"There is no question that the control of the National Furniture Warehousemen's Association will be entirely in the hands of the household goods interests. This is not true of any other national organization of its kind at the present time, nor is it likely that it could be true."

In the revised By-Laws of the A. W. A., Section 4:

"Each sub-division shall have complete control over all matters pertaining exclusively to the work of said sub-division, and shall adopt a set of rules and regulations which shall govern the conduct of the affairs of the sub-division, which rules shall be approved by the Board of Directors of the Association. Each sub-division of the Association shall be under the management of an Executive Committee of six members, elected by the members of

such sub-division at each annual meeting, prior to the election of the officers and directors of the Association. This Executive Committee shall select its own chairman from among its members, to serve until the next annual election, and shall appoint a Secretary to act for that particular sub-division, who may, however, act as Secretary of another sub-division, the consent of the Executive Committee of such other sub-division having been first obtained for such employment. The duties and compensation of the sub-division Secretary shall be prescribed by the Executive Committee of said sub-division. The Executive Committee may appoint from the members of the sub-division under its control such committees as may be required for the work of such sub-division."

And Sections 1 and 2:

"The Board of Directors shall consist of a President,

READ THIS FIRST

The entire warehouse industry, stirred by the plans promoted by some of the household goods members to organize an association independent of the furniture sub-division of the American Warehousemen's Association, has been waiting for this statement from Mr. Keenan for the following two reasons:

1. Mr. Keenan is president of the American Warehousemen's Association.

2. Mr. Keenan is a household goods warehouseman. This situation placed Mr. Keenan in a peculiar position. Would he throw his support to the proposed National Household Furniture Warehousemen's Association? Or would he remain loyal to the national organization of which he is president?

In this statement Mr. Keenan makes his position clear. He says in part:

"We are led to the conclusion that the A. W. A. is as well fitted as could possibly be a new organization to supply all the needs of the furniture warehousemen for a national organization."

It is important to keep in mind that Mr. Keenan issued this statement in collaboration with leading members of the A. W. A. household goods sub-division, and with the approval of the A. W. A. general executive committee.

Vice-President and Treasurer of the Association, and nine directors, three from each of the following subdivisions, namely: COLD STORAGE, HOUSEHOLD GOODS and MERCHANDISE SUB-DIVISIONS. A nominating committee of three, one from each subdivision, shall be appointed by the President and announced at the first day's session of each annual meeting. No member of such committee shall be a member of the Board of Directors. Such Committee shall select one candidate for each of the offices of President, Vice-President and Treasurer, and in addition thereto three members of the Executive Committee of each subdivision as candidates for Directors of the Association, which list of names shall be presented to the general meeting of the Association on the third day of the session as candidates for the respective offices of the Association for which they are named."

And Section 7:

"Any sub-division may hold a meeting at any time and place that twenty-five per cent or more of the membership of such sub-division may elect. The expense of such meeting shall be borne exclusively by the membership of such sub-division."

Quoting again from the New York circular:

Second.—"In your new organization, your entire dues will be devoted to your own affairs. At present, in the American Warehousemen's Association, only thirty-seven and a half per cent of a member's dues in the household goods division are used for sub-division work, sixty-two and a half per cent going to the general fund for the common use of the Association at large."

Expenditure of Dues

This is a rather misleading, though correct, statement. Twenty-five dollars of the dues in the A. W. A. goes to the general organization, all over that to the use of the subdivision. If the dues in the A. W. A. were raised to \$50, which is the average proposed for the new Association (\$25 up to \$75, according to size), the ratio would be 50 per cent. Of course, a large portion of the dues in the new Association would have to go to the same purpose as does the \$25 in the A. W. A., viz.: support of the general office, salaries, expenses, etc.—what is termed overhead expense. In any case, it would seem apparent that the A. W. A., having its overhead expenses shared by three sub-divisions, could operate more economically than could a new association composed of only one class of warehousemen.

Quoting further from the New York circular:

Third.—"It is the intention of your new organization to employ a traveling secretary, whose entire time will be devoted to household goods matters. At present, there is no secretary who is able to give his entire time to this work."

This has been discussed, off and on, for several years by the A. W. A., and it will no doubt be undertaken if the finances of the Association warrant. If the 500 members of the New York and Illinois associations, who are not now members of the A. W. A., should join the A. W. A. and affiliate with the household goods sub-division, the A. W. A. would be in a position to undertake this and many other important efforts that would benefit the industry.

Quoting again from the New York circular:

Fourth.—"At present, there is no really representative national organization of furniture warehousemen. The American Warehousemen's Association shows a total membership in its household goods section, according to its last *Bulletin*, of about one hundred and twenty household goods men. The New York Furniture Warehousemen's Association has an active and associate

membership of three hundred members, of which about ninety-five are at present members of the American Warehousemen's Association. It is the balance or approximately seventy per cent of this three hundred, to which the new Association will especially appeal."

The A. W. A. has been for thirty years the recognized national organization of all warehousemen. If the furniture warehousemen have no national association, then neither have the merchandise, nor the cold storage warehousemen. If numbers will confer the qualification of "National" then the furniture warehousemen can as readily make the A. W. A. national, as to make a new association national—in fact, it would seem to be easier, as already there are nearly 200 household members in the A. W. A. The officers and directors of the A. W. A. confidently believe that it would be far easier to induce 400 or 500 more furniture warehousemen to join the A. W. A. (after the New York and Illinois Associations have dropped their associates) than to induce the same number to join any new Association.

Again quoting from the New York circular:

Fifth.—"The new organization will be national in its character. It will have, as you know, a general executive committee, which will include a vice-president representing each of the four sections into which the country has been divided. Its traveling secretary will be at the call of all the association members."

What has already been said will perhaps be enough answer to this point.

To continue to quote from the New York circular:

Sixth.—"There are in the United States, at the present time, a very great many concerns who have not as yet realized the benefits of association membership. It is to these concerns that your traveling secretary can and will outline, through personal interview, such benefits as are offered. This, in itself, is strong argument for a national association with the employment of a field secretary."

This has already been discussed under Point 3.

In the circular of the I. F. W. A., dated April 17, there occurs the following statement:

"In substance the arguments presented at the various meetings favoring the new national association are as follows:

"1—All activities, all income dues and all inter-relations of memberships will be directed solely in the interest of the furniture warehousemen of the country.

"2—The present overlapping activities of the various state associations can be best merged and standardized through a national household goods association.

"3—There is room enough in the country for large national but separate organizations of both household goods, as well as merchandise and cold storage associations.

"4—The National Household Goods Warehousemen's Association will be controlled and directed solely by the household goods warehousemen. The control of the American Warehousemen's Association, under its present by-laws, will always be in the hands of the cold storage and merchandise warehousemen, which has been the chief objection."

Further Rebuttal

The first argument has been discussed above.

The second is a statement of opinion, of course, and it is submitted that the A. W. A. is a more suitable vehicle for merging the activities of furniture warehousemen than any new association could be.

The third statement is true enough, but it may also be said that separate national organizations of furniture, merchandise and cold storage warehousemen would be more

(Concluded on page 20)

AFFIRMATIVE ANSWERS FROM

Traffic Managers

On the Question

*Should the Warehouseman
Know Tariff Rates?*

KNOWLEDGE of freight rates on the part of the merchandise warehouseman who distributes commodities for manufacturers is a profit-earning asset which every storage executive should have if he is planning intelligent expansion of business.

Many warehousemen may not agree with this flat statement. For their information, it is based on conversations with distribution and traffic managers, and on statements made in letters received from the traffic representatives of various shippers.

It is true that the big manufacturer who has a highly specialized traffic department and who has been thoroughly sold on the economic value of routing his goods through warehouses, does not share this opinion. This type of manufacturer has placed himself, after years of study, in a position to obtain all the tariff information he requires without depending upon the storage executive.

But what about the shipper whose tariff department may be comparatively small? Or the shipper who is not yet using warehouses but is willing to if someone can convince him that it is more economical for him to do so than to pursue his present distribution methods?

The position of the former—the traffic manager whose tariff information is limited—may be illustrated by the following actual dilemma in which one found himself on a certain day in May. This traffic manager, employed by an eastern Massachusetts manufacturer, had a carload of his company's products which he wanted to send westward for distribution in northern Utah and southern Idaho. It was a question in his mind whether to route his goods through warehouses in Salt Lake City or through warehouses in Pocatello, Idaho. Inquiry by him at railroad sources gave him the carload rates to both cities, but he was unable to obtain the less carload rates from either Salt Lake City or Pocatello to destination points in the surrounding territory. He discovered that to obtain these rates he must write to railroad officials or warehousemen in Salt Lake City and Pocatello—which meant a delay of perhaps three weeks on a shipment of commodities of a character

which demanded quick delivery to wholesalers and retailers while the goods were in fresh condition.

Assume that this traffic manager selected Pocatello and that he has discovered, subsequently, that he could have saved money by routing through Salt Lake City because the less-carload rates between Salt Lake City and the selected destination points were much lower.

It is certain, then, that he would have selected Salt Lake City if he could have had in his possession, at the time the car started westward, the necessary rate information to show him that it was more economical to distribute *via* the Utah city. Or, to extend this illustration, there are many eastern shippers who favor Ogden as a distributing point for the territory mentioned.

Assuming, as indicated, that this Massachusetts traffic manager chose Pocatello and that he learned later that he might have saved money by sending

through Salt Lake City or Ogden, the conclusion is obvious that warehousemen in Salt Lake City or in Ogden could have obtained that business had they conveyed to that traffic manager in advance the exact information which he did not have and which he realized would take him three weeks to obtain.

The foregoing is an example only. It is no reflection

on the salesmanship methods of warehousemen in Salt Lake City or Ogden. It could be assumed just as effectively that the traffic manager selected Salt Lake City or Ogden and that warehousemen in Pocatello had not been alive to an opportunity.

The point is—and there are many traffic managers to-day who desire to emphasize it—that there are countless opportunities of this kind which are constantly in front of the warehouseman for him to grasp. To grasp them, knowledge of freight tariffs is essential.

In this connection the following quotation touches directly upon that point. The quotation is from a letter written by B. C. Hart, traffic manager of the Tropical Paint & Oil Co., Cleveland:

"We consider it absolutely essential for a ware-

"The average merchandise warehouseman," *Distribution & Warehousing* said last month, "has not learned how to sell himself to the national distributor. Failure to study railroad tariff and traffic conditions in his own territory is the reason."

Do traffic managers generally agree with this statement? Read this article and learn why there are many who do. There are a few exceptions, but the majority believes the warehouseman can effect better salesmanship of his own distribution service through knowledge of freight rates.

houseman to have very accurate knowledge of local rates from his warehouse to points within a radius of fifty to one hundred miles; in addition, he should be fully conversant with all of the available routes, both by water and rail, as well as automobile. We certainly would be more disposed to favor a warehouseman who understands clearly tariffs and rate economy. The reason is that we are not always able to secure local tariffs applying from warehouse to destination, and if this warehouseman is in a position to furnish us with that information, he is rendering an invaluable service."

On the theory that "a warehouseman should know everything there is to know about his business and about the territory he serves," a traffic manager for a Canadian shipper writes that this should, in his opinion, "include a knowledge of freight rates." To quote further:

"In my case I generally make a study of the freight rate situation in the warehouseman's territory before communicating with him at all, but I can readily see where a knowledge of freight rates on the part of a warehouseman might prove invaluable to a small shipper who was not in a position to avail himself of expert traffic advice. I would be likely more disposed to throw business in the way of a warehouseman who could talk tariffs and rate economy, because it would go to prove that he was a man of intelligence who was making an effort to be of service to his clients."

The warehouseman is in "a favorable position to extend great service to manufacturers" through knowledge of rail tariffs, in the opinion of E. K. Porter, traffic manager of the Carter's Ink Co., Cambridge, Mass.

"There is no question, in our judgment," writes Mr. Porter, "that in times past we would have been able to have been of service to the warehouseman had we felt free to call upon him for a list of local rates emanating from his center and to have gotten back the rates in season for us to determine whether or no we could advantageously load to one city or another. We have gotten this information, but not through the warehouse. With the increasing freight rates and cost of doing business, it seems to us that distribution through warehouses offers opportunities to thousands of people who serve the shippers to

mutual advantage and there seems to be but one way, in the writer's opinion, to accomplish this; which is, to be able promptly to write or wire local rates when needed. Any shippers can undoubtedly extend their business through co-operation with and by the warehouse concerns."

Jewett Fisher, traffic manager for S. M. Bixby & Co., Brooklyn, declares that, from a shipper's viewpoint, knowledge by the warehouseman of freight tariffs "would be very valuable," but he asks: "Would the warehouse feel that by furnishing such information, it would bring sufficient business to warrant the cost of obtaining it?" (This question is one

which is constantly being raised by the warehousemen themselves, and will be the basis of an article to appear in the July issue of *Distribution & Warehousing*. Mr. Fisher continues: "With us, in opening a warehouse account or shipping to a warehouse for distribution, everything depends upon the tonnage we have to distribute; so tonnage is the basis of our calculations, and therefore we have to have this tariff information and need it before shipping a car or doing any business with a warehouse. We have been obtaining this information ourselves, and we have been doing this for years, and have gathered so much valuable information along that line that it has developed into a system, inaugurated by the writer, covering tariff information to over 1100 different destinations. All of this information we have compiled ourselves; a large part of it was obtained before we ever did any business with any warehouse; in fact, from

our standpoint each shipper has to find out what he wants along this line and then obtain it; and then from that information one can decide what towns they want to ship to in carload lots. . . .

"Regarding the warehouse furnishing tariff information, we would say that this would be highly desirable; but a warehouse does a varied business and would, in order to cover the needs of all shippers, have to maintain a freight rate bureau larger than an ordinary railroad, for such rates are continually changing; and consequently if the shippers did not pay for this information directly, they would indirectly by a higher storage rate."

As will be shown in an analysis of warehousemen's

WHAT FOUR TRAFFIC MANAGERS THINK

on the question:

Should the warehouseman know tariffs?

"We consider it absolutely essential for a warehouseman to have very accurate knowledge of local rates from his warehouse to points within a radius of fifty to one hundred miles."—B. C. Hart, traffic manager, Tropical Paint & Oil Co., Cleveland.

"I would be likely more disposed to throw business in the way of a warehouseman who could talk tariffs and rate economy."—Traffic manager for a Canadian manufacturing company.

"In times past we would have been able to have been of service to the warehouseman had we felt free to call upon him for a list of local rates emanating from his center."—E. K. Porter, traffic manager, The Carter's Ink Co., Cambridge, Mass.

"Tonnage is the basis of our calculations, and therefore we have to have tariff information and need it before shipping a car or doing any business with a warehouse. We have been obtaining this information ourselves."—Jewett Fisher, traffic manager, S. M. Bixby & Co., Brooklyn.

Next Month

Distribution & Warehousing will tell what the warehousemen themselves have to say on this subject.

In the August issue will appear an article analyzing the replies sent by warehousemen to a shipper who circulated a questionnaire in an effort to find out how much they knew regarding tariff rates in their own territories.

In the September issue will be published suggestions by traffic managers and warehousemen as to what should constitute standardized forms for soliciting and furnishing tariff information.

opinions, to appear in the July issue of *Distribution & Warehousing*, there are many warehousemen who bring up this very point cited by Mr. Fisher—that a study of rail tariffs would necessitate conducting a top-heavy freight bureau which would be too expensive. In this connection, subsequent articles in *Distribution & Warehousing* will show that the maintenance of a costly rate bureau by the warehouseman is not necessary; through co-operation with local railroad officials and the traffic bureaus of Chambers of Commerce, the precise tariff information which the traffic manager desires can be obtained readily and without undue expense.

Such information is essential to the shipper. The warehouseman who goes after it and, having gotten it, presents it to the traffic manager in the right way, is going to put himself in a position to get the busi-

RATE GUIDES

A Message to Distribution Managers:

SHIPPERs will be interested to know that the Central Warehousemen's Club, comprising merchandise storage men and distributors in about twenty States in the Mississippi Valley and Central, Rocky Mountain, Northwestern and Pacific Coast sections, has recommended to its members, some 125 in number, a standard rate guide for levying charges on storing commodities.

Also that new rates, rules and regulations for storing and handling merchandise have been filed with the Railroad and Warehouse Commission of Minnesota under the Minnesota Warehouse Law, the merchandise warehouses of that State being compelled to operate under this system of standardization.

These two sets of tariffs will be interpreted from the shipper's viewpoint in the July issue of *Distribution & Warehousing*. They affect your costs of distribution; therefore you cannot afford to miss this coming article.

ness of such manufacturers as the Canadian one whose traffic manager is quoted as saying in the foregoing, "I would be likely more disposed to throw business in the way of a warehouseman who could talk tariffs and rate economy."

It is possible to devise a standardized form on which the warehouseman can present exactly the rate information the traffic managers want. It is possible, too, to work out a standard form through which the shipper can obtain from storage execu-

tives the kind of information he desires. Such standardization will build profits for the warehouseman. It will effect economy in distribution by the traffic manager. It is a subject which demands the best thought from both. The day of standardization is coming, not alone on this subject, but in association with many other customs and practices common to the business of distributing through warehouses.

The Proposed National Furniture Warehousemen's Association

(Concluded from page 17)

expensive in time, money and effort to the warehousing industry as a whole.

Many warehousemen are engaged in both merchandise and household goods or merchandise and cold storage, or all three branches of warehousing; such members would need to belong to two or three associations, attend two or three annual meetings, to get what they now get in one association. In many of the most important matters, united action by all branches of warehousing is needed. How much more difficult would this be with separate organizations? Should there exist three separate organizations for the three branches of warehousing? Would it not be natural to expect a movement to unite or co-ordinate these three into one? The three branches of warehousing are not more separate than are national banks, trust companies and savings banks, yet all three are found functioning together in the American Bankers' Association, having their conventions just as the American Warehousemen's Association does, with separate sections and meetings for the different branches.

The fourth statement must have been made without accurate knowledge, as the president and secretary of the Illinois F. W. A. would not knowingly make a misstatement of facts. The quotations from the by-laws of the A. W. A. already given refutes absolutely the statement that the A. W. A. is now, or will always be, in the hands of the cold storage and merchandise warehousemen.

We are led, by the considerations given above, to the conclusion that the A. W. A. is as well fitted as could possibly be a new organization to supply all the needs of the furniture warehousemen for a national organization; that its plan and scope can readily be changed by the household goods members themselves; that exclusive summer meetings of the furniture warehousemen can be held; that a traveling or other secretaries can be employed and any other thing done that the members wish and are ready to pay for, and that the A. W. A. has the advantage of being already in existence, with a very considerable prestige, obtained by its thirty years of no little achievement.

The duties, liabilities and liens of furniture, general and cold storage warehousemen are the same to a point in the business. Each beyond this point has its variances, largely because of differences in character of merchandise. But the similarities are, in our opinion, much more numerous than the differences. It is therefore much more valuable that the world-wide experiences of warehousemen should bring them together for conference, as in the A. W. A., than that the inconsequential variations should form the basis for many organizations of a much weaker and ineffective character.

The thoughtful consideration of this important matter should be given by each furniture warehouseman in the United States, and expressions of opinion would be most welcome and helpful.

BOTH SIDES OF THE QUESTION

Shall the Household Goods Warehousemen Organize a National Association?

What They Say—

PROPONENTS

The National would assure better service, specialization, wider representation

OPPONENTS

The American has attained country-wide prestige and can give all necessary benefits

A QUESTIONNAIRE mailed by *Distribution & Warehousing* to 387 household goods warehousemen, asking their opinions regarding the proposal to organize the National Household Furniture Warehousemen's Association, brought replies from approximately 20 per cent of the recipients.

One of two conclusions may be drawn. The other 80 per cent are:

1. Undecided as to the wisdom of the plan; they have read arguments *pro* and *con*, and have not been able to make up their minds as to whether the new National would have a beneficial or a harmful effect on their branch of the industry; or
2. Not interested in the success of the movement; they are content to "let well enough alone" by allowing the household goods sub-division of the American Warehousemen's Association to direct their progress and activities.

Whatever may be the attitude of the majority, there have been no developments during the past month to indicate that the new association will not be successfully organized when the men who favor it assemble at the Grand Hotel at Mackinac Island, Michigan, on July 9, 10, 11 and 12.

Distribution & Warehousing received in response to its questionnaire eighty-two letters in which answers were given to the questions set forth. Of these, fifty-five approved of the plan to organize the new body. Of the remaining twenty-seven votes, twenty opposed; and seven, the writers said, were either undecided or had no preference to express.

Perhaps an outstanding feature of the voting was that, of thirty-three members of the American Warehousemen's Association who sent replies, twenty-two declared that if the National was organized they would become members, but at the same time would retain affiliation with the American. Only about one-fifth of all the household goods members of the A. W. A. responded to the questionnaire. Only two of the thirty-three announced they would resign to join the new association; five others said definitely that they would not identify themselves with it. Four said they had reached no decision as to their future attitude.

The industry will watch with interest the outcome of a referendum which H. L. Halverson, secretary of the Boyd Transfer & Storage Co., Minneapolis, has mailed to 567 warehousemen. This document presents the arguments advanced on both sides of the question, and says that "the Minnesota warehousemen honestly want to find out what the rest of the country thinks." A copy of referendum and arguments will be published in the next issue of *Distribution & Warehousing*, which will appear almost on the eve of the July convention. Mr. Halverson has asked Walter C. Reid, of New York, who is a household goods warehouseman and who is treasurer of the A. W. A., to make an analysis of the votes on this referendum and to publish it in *Distribution & Warehousing*.

THE vote by twenty-two A. W. A. members, in response to *Distribution & Warehousing's* questionnaire, to retain membership in the older association while seeking membership in the new may be subject to several interpretations. It has been predicted in various quarters that the organizing of the new National, which would devote its interests exclusively to the household goods branch of the industry, would be

a death-blow to the household goods sub-division of the A. W. A. Spokesmen for the A. W. A. have, on the other hand, asserted that a sufficient number of its household goods members would retain membership to enable the sub-division to retain life.

With the attitude of four-fifths of the A. W. A. household goods members not reflected in the replies to *Distribution & Warehousing's* questionnaire, the fact stands

out sharply that twenty-two members of the one-fifth who did vote are prepared to continue to identify themselves with the household goods unit of the A. W. A. Added to these twenty-one are the five who declared they would not join the National. One other voter, not an A. W. A. member now, announced he would join that body; and another non-member said he would join "both if necessary."

Summing up, the balloting in re-

sponse to this questionnaire may be said to be not truly representative of composite thought of the entire furniture branch of the industry. *It reflects solely a synopsis of the opinions of the men who desired to put themselves on record through this method. A great majority is unheard from. Of this majority a greater proportion may or may not favor the new National.*

Eight queries were in the questionnaire. The warehousemen were asked: First, whether they held active membership in any of the sectional or state bodies; second, whether they held associate memberships in any of these; third and fourth, whether they had personally voted against or for the National, either as active or associate members; fifth, in case they had not voted, whether they approved or disapproved; sixth, on what theory were they for or against; seventh, if they were members of the A. W. A. household goods subdivision; eighth, whether (if their answers to No. 7 and either 4 or 5 were affirmative) they intended to resign from the A. W. A. or have memberships in both organizations.

Replies to the third, fourth and fifth questions showed that twenty-five of the authors had never voted for or against at any of the sectional or State household goods association meetings. Of these, twelve said they approved and twelve that they disapproved of the National. One was non-committal.

In response to the sixth question, many interesting and emphatic opinions were expressed as to why the National should or should not be organized. Several voters were critical of *Distribution & Warehousing's* action in mailing the questionnaire; as, for example, the following from a Central West merchandise warehouseman, who received the questionnaire by mistake:

"I think you better keep this matter out of *Distribution & Warehousing*. If all the officers of the

A. W. A. are officers in the new one, you can only advertise to the public the matter of friction." And this writer adds lightly: "As a member of the merchandise section of the A. W. A. only, I should worry!"

As a matter of fact, "all the officers of the A. W. A." are not officers in the new National, and it

Your efforts look to us like a bit of belated propaganda to save the household goods division of the A. W. A."

A number of the voters dismiss briefly the question as to why they favor or oppose such judgments as "good," or "specialization," or "better representation," or "better service in our line," or "concentration" being given by several who approve. "In consolidation there is strength," is a thought frequently expressed, while other voters allude to the prospective reduction in the amount of dues now paid by men identified with various sectional and State bodies.

The attitude of perhaps many of the household goods men in the industry is expressed in a single word written by an Illinois voter—"undecided." Several write: "Neutral." Others: "We would much prefer to watch developments."

Quite a few write long letters explaining their friendliness or hostility toward the movement. One voter who has been prominently identified as a promoter explains that "the purpose now is to bring this whole thing to a final decision" at the July meeting, and adds: "I feel that the one important feature which you can consistently emphasize is that whatever action the majority take the minority should willingly concur in, in order that there may be no breach in this branch of the warehouse industry that will curtail its usefulness." This writer adds: "I venture to hope that you will continue to keep your present unprejudiced attitude on this question."

Storage of merchandise and storage of furniture is contrasted by one voter in explaining why he favors the National. He writes: "Merchandise comes from the manufacturers, wholesalers and retailers and represents long and continued business with the same parties. Storage of household goods deals exclusively with families breaking up their homes and

SYNOPSIS OF RESPONSES TO QUESTIONNAIRE

Mailed by

Distribution & Warehousing

Questionnaires mailed	387
Replies received in which queries were answered....	82
Number of States represented in responses	27

ANALYSIS OF EIGHTY-TWO REPLIES

In favor of new National	55
Against the new National	20
Undecided whether approve or disapprove	2
No preference expressed	5

Total

A. W. A. household goods members who voted	33
Non-members	49

Total

A. W. A. members who said they would have membership in each body	22
A. W. A. members who said they would belong to American only	5
A. W. A. members who said they would resign and belong to National only	2
A. W. A. members who preferred to await developments before deciding whether they would join National	3
Undecided whether would resign from A. W. A.	1

Total

Voters holding active membership in Illinois, New York, Pennsylvania, New Jersey, Baltimore, Southern or Pacific Coast associations	51
Voters not holding active membership in sectional or State bodies	31

Total

Voters holding associate membership in sectional or State bodies	61
Voters without associate membership	20
This question not answered by	1

Total

remains to be seen whether the household goods men who are officers to-day in the A. W. A. will become officers of the National when the latter holds its Mackinac Island meeting.

And a Southern warehouseman demands: "Are you not a little behind the times, proposing to discuss the merits of forming a new association when this new association is already an accomplished fact, and now has many members?

consists mostly in a one-time or transient dealing. There is nothing in common." Arguing along the same line, another says: "Our needs and purposes are different."

Readiness to be quoted publicly is expressed by several voters, including the Frank Shellhouse Fireproof Warehouse Co., Indianapolis, and Wilson Bros. Co., Inc., San Francisco. "We feel," writes R. O. Jackson, general manager of the Shellhouse company, "that it is to the interest of the household goods storage industry to have the new association formed. It will be an association which will confine its entire efforts to the household goods business. This is the day when our business is of such magnitude and of such importance at this time as to require and demand the attention of an organization which is in existence solely for our business." And J. W. Stern, secretary of the Wilson company, also voting affirmatively, explains: "In union there is strength, of course conditional to able, aggressive and up-to-date management. Under such circumstances innumerable improvements in this particular branch of the business could be promoted and gained to the benefit of each individual member. . . . The success of labor organization in gaining the desired

numerical strength ought to be a worthy subject of imitation. It seems that financially, also, it would prove an advantage to gain a membership of hundreds or thousands at a smaller initiation fee and a reduced charge of monthly dues, than only a few members individually at a higher rate. It hardly can be contradicted that the numerical strength of an organization is the foundation of success, because financial strength is bound to follow when all or nearly all warehousemen are enrolled in the list of membership."

The activities of the A. W. A. subdivision are alluded to by many of the voters, and opinion is expressed by some that a policy of co-operation with the National should be aimed at. "Nothing in my mind can stop the actual formation of the new National," one

warehouseman writes along this line, "and I feel that it would be a very unfortunate and unhappy situation for the industry if the two associations do not work in harmony."

That "the A. W. A. never gave the household goods division proper representation," is a charge frequently made in the letters. Writes a Massachusetts voter: "At the present time the A. W. A. embraces a very small minority of the furniture storage man, if I am correctly informed. They have had ample opportunity to line these men up for membership and have either fallen down or have not cared for their membership."

THE "GOOD FELLOW"

Do you know why one household goods warehouseman, associate member in several of the sectional and State associations, voted in favor of the new National? He did so because he wanted to be—

A good fellow.

Replying to Distribution & Warehousing's question as to whether he had balloted in favor of the National, this warehouseman, a resident of the city of codfish and beans, writes:

"Yes. On account of friendship with those furthering the movement, and to be, so to speak, 'a good fellow.' It would seem that the American covers all the new organization intends in its intents and purposes."

Question:

If you voted for the National, did you do so because you believed—after thoughtful analysis of this situation and all it will mean to your industry to have two organizations instead of one—that the National is worth having? Or—simply because you wanted to be a good fellow?

Another exclaims: "The formation of the A. W. A. has been neglected in the past." An Iowa man writes: "The A. W. A. should have been active and foreseen this; thereby no National would have been formed." Another warehouseman intimates that the A. W. A. did not begin its drive for household goods members until it learned that the National plan was under way." To quote another:

"We want to belong to a national household goods association that will give its undivided attention to that class of business and we want to belong to a national association that will give its undivided attention to the storage of merchandise. We will admit that the American Warehousemen's Association has been a great benefit to all warehousemen of whatever class, but we see no reason why the national

association of furniture warehousemen should not be just as beneficial. The household warehousemen seem to have more energy and are ready and willing to do things, while the American Warehousemen's Association seems to have just begun to wake up. Of course there is plenty of argument for both sides, but it dissolves itself down to a matter of individual belief, and I feel that personally I will get a great deal more out of the two associations than I would out of one, even though I still retain my associate membership in the other furniture warehouse association. Our own association of the Mississippi Valley, called the

Central Warehousemen's Club, gives us more real benefit and satisfaction than all the rest of the associations put together. It does things for its members and gives quick returns."

A Maryland voter says:

"The household goods warehousemen are of sufficient number and strength to support an organization devoted entirely to their industry, and, in our opinion, there is every benefit to be obtained from affiliation with the new body, whereas they only partially share in the benefits of the A. W. A., which, in our opinion, has not served the best interests of the household goods ware-

housemen, for the reason that the other branches of membership occupied more of their time and money."

Loyalty to A. W. A.

The foregoing opinions favoring the National are balanced by thoughts expressed by voters who are loyal to the A. W. A. An Ohio warehouseman writes: "We think the A. W. A. can do more constructive work for the reason that it is already organized and naturally far ahead of the point where the new organization will have to start, and there is bound to be duplication of work as well as expense." Another, Pennsylvania, says: "The A. W. A. can be organized to handle all the association work which is necessary. This will give us one big, strong organization, which is already influen-

tial and held in high esteem the country over."

To quote a New York voter: "The work which is contemplated can be carried out with greater advantage through the A. W. A., as this organization has attained a prestige with the business interests of the country and the public of too great a value to be overlooked; likewise it has accomplished a great deal in establishing uniformity of laws pertaining to warehousemen, and in addition to these assets it has at hand the facilities for accomplishing all that the National proposes."

Has the A. W. A. in the past given the household goods section the attention it deserves? A Minnesota warehouseman asks this question, and says: "While it may be true that it has not, this, no doubt, has been due to the fact that the household goods members did not assert themselves as they should have done, and also to the fact that there are a great number of members belonging to the A. W. A. that store merchandise and household goods and they have given a bigger majority of their time at these meetings to the merchandise end, rather than to the household goods feature, as the merchandise storage is a little more complicated and has always required more discussion and figuring in order to make the rates and take care of the handling charges than the storage of household goods."

A Texas voter remarks that he would "rather try the American's new plan fully"—that "if the old can do what the new might, there is no need for a change." From Georgia a warehouseman writes that he voted for the National, but has had a change of heart; to quote: "In the beginning we were very much in favor of the National and we so voted. Since then we have investigated more fully, and have read many letters on the subject from various warehouses and are now of the opinion that this is an unnecessary association and will really do no good and the members will not receive any more benefits than they now derive from their membership in the American Warehousemen's Association, and we regret that we were not more fully posted before casting our

vote, and shall now use all of our efforts with the view of preventing the formation of such an association."

July Plans

A St. Louis voter, associate member in two state bodies, and who has voted neither for nor against, takes this broad view: "Had we voted for it, and on second thought arrived at a different conclusion, it does not follow that we should not change our mind if we thought it was for the best interest of the furniture warehouse industry. We think that the powerful influence that can be exerted by the American, through its wealth and standing, would be a very desirable asset for the furniture warehousemen to affiliate with. If the American would receive the sponsors for the new association in a friendly spirit and give them the recognition that they are entitled to in the management of the household goods division, we would be heartily in favor of uniting with the American."

The executive committee of the joint conference body of the new National has decided "in order that a full expression of every member of the several associations, parties to the general conference, might be had" at the Mackinac Island meeting, to refer to that meeting for acceptance or rejection the report and recommendation prepared at White Sulphur Springs, West Va., last December by the representatives of the various associations. It was decided also that "the vote of accredited representatives present or duly authorized proxies of members not present" shall be registered by ballot at the July meeting either in favor of or against the proposed plan of action.

If the plan is voted down in July, each association will return to its *status quo*, thus leaving for future consideration the question of some other reorganization plan. Meanwhile Ralph J. Wood, Chicago, temporary secretary of the proposed National, has received more than 200 applications for membership. On the executive committee are F. L. Bateman, Chicago; Charles R. Morris, New York; E. M. Bond, Nashville; James F. Keenan, Pittsburgh; Walter C. Reid, New York; R. J. Wood, Chicago, and M. H. Kennelly, Chicago.

COMMERCIAL INTERESTS ACT IN FREIGHT TIE-UP

NEW YORK, May 25—Commercial interests of this city as a meeting to-day served notice upon organized labor of their intention to break the transportation tie-up at any cost, and called upon the citizens of New York for drastic action "if organized labor is reckless enough of public interests and public feeling to lock horns with this community on this issue."

The business men will raise a fund of at least \$500,000 to establish independent trucking facilities and to provide for police protection and necessary legal proceedings. The fund will be handled by the Citizens' Transportation Commit-

tee, composed of representatives of the city's big commercial organizations.

The meeting, at which nearly 3000 men, representing every line of industry, were present, developed an open fight between the business men and representatives of organized labor who were present. Charges by Walter Gordon Merritt of the Citizens' Transportation Committee that the Transportation Trades Council, a union organization, had adopted "a scheme of industrial autocracy unparalleled in the annals of this city" to deny transportation facilities to merchandise which at any point had been handled by non-union men were replied to in sharp terms by Peter J. Brady of the Allied Printing Trades, who said that he feared in the committee's action an unwarranted attack on the unions.

\$1.50 A MILE A FAIR LONG DISTANCE PRICE

NEWARK, N. J., May 20—Long distance moving prices were discussed at the May meeting of the New Jersey Furniture Warehousemen's Association and the prevailing opinion was that \$1.50 a mile, with \$12 loading and unloading charge, was the lowest rate that should be charged in order to assure a fair profit.

The uniform methods committee reported through Willard Eldredge, chairman, that it had obtained from the railroad officials, after much effort, a statement promising some action in connection with the selling of unclaimed freight. The committee forced the issue by straight and hard methods. Mr. Eldredge cancelled his contract with the railroad and thus put it directly up to the rail officials, although "taking a chance" on loss of business, he reported, and the railroad officials then began to display interest in the situation, and the warehousemen are looking forward to a decision soon which would make it possible for them to sell unclaimed freight without risk of being sued; and whereby, also, the roads would no longer demand platform storage charges.

A number of members announced they would attend the Mackinac Island, Mich., meeting next month to organize the proposed national association of household goods warehousemen.

Boston Storage Problem

BOSTON, May 6—The arrival of 15,000 bales of wool from Australia offers a problem to the storage warehousemen here to take care of it until it is auctioned off by the British Wool Commission, to whom it is consigned, as there are thousands of other bales of wool and cotton congesting Boston now.

Preparedness!

The Bricklayers' Union has made New York City's chief executive a member . . . thus solving in advance for the nation's metropolis the problem of what to do with its next ex-Mayor.

EDITOR'S PAGE

Belated Opposition

THE customary conflict of opinion on any subject of importance to the warehouse industry has cropped up again—this time in connection with the movement to organize a national association of distribution managers and freight forwarders who route commodities through merchandise warehouse plants. Within less than a month prior to the organization dates, June 15 and 16, some of the central western warehousemen have become antagonistic to the shippers' program—a program which had its conception in a desire to benefit the warehouse industry—an idea which was being matured along lines approved by many leaders in that industry—a plan fostered and encouraged by those leaders.

Distribution & Warehousing believes that the storage executives who have at this late hour evidenced their hostility to the traffic managers' movement are over-apprehensive. The new organization will not be controlled by a clique of men whose sole purpose is to prevent warehousemen from charging storing and distributing rates which are fairly calculated and honestly earned. The directing heads of the association, once it is organized, will be representatives of some of the leading manufacturers in the country—men employed by big business interests engaged in many lines of industry. A glance through the list of the companies (see Page 8) which will be represented at the convention in Chicago will show that this is obviously so. Hence it is premature for any man in the warehouse

industry to anticipate that the new organization will adopt drastic and arbitrary methods designed to interfere with the orderly development of plans which the industry has under way, notably cost finding and arriving at bases for making rates.

The storage industry, by coming into more intimate contact with the manufacturer through the instrumentality of the new association at annual conventions held simultaneously, will find before it an opportunity which hitherto did not exist—an opportunity to "get across" to the shippers the reasons for the warehouseman's necessity for conducting his distributing business in prescribed ways. Committees representing both the manufacturers and the warehousemen can take up various subjects of dispute one by one and walk on common ground. These conferences will lead to standardization—and the need for standardization was clearly shown when traffic managers and warehousemen discussed moot topics at the last annual convention of the American Warehousemen's Association. Irrespective of whether merit or false logic underlies the opposition now developing to this new movement, two circumstances stand out sharply. First, the plan has the approval of the president, the vice-president and the general secretary of the American Warehousemen's Association and of many other men who are leaders in the industry. Second, the objections being voiced, while undoubtedly sincere and intended for the good of the industry, are belated; the convention plans, hitherto unop-

posed, have progressed so surely that it is a certainty that the convention will be held.

A Burning Thought

THE initial of the middle name of the president of the American Warehousemen's Association is *F*. So it is that the chief executive of the industry's national organization is sometimes alluded to by his business intimates as James Fireproof Keenan. In giving mention now to this facetious circumstance it is with the thought that Mr. Keenan may to-day be said to be open to challenge as to whether he is justly entitled to this non-incendiary appellation.

In the controversy as to whether household goods warehousemen should organize a national association independent of the furniture sub-division of the A. W. A., Mr. Keenan has been more or less in the position of a coon which, endeavoring to elude hunters, hides in the upmost interior recess of a hollow tree.

The hunter's method of procedure is to build a fire at the base of the tree's hollow and smoke the coon out. Developments in the movement to organize the new furniture association are analogous to the fire. Mr. Keenan has been smoked out. The atmosphere has cleared and Mr. Keenan, a household goods warehouseman, stands by the A. W. A. and opposes the formation of the new body.

And Mr. Keenan having been smoked out, his business intimates may properly inquire now as to whether the title *Fireproof* is longer his!

Standard Elevator Turntable Transfer Car Tracks

Charles H. Moores

of Moores & Dunford, Warehouse Engineers, tells you all about it in his article,

The Household Goods Warehouse*

WHILE the warehouse as an institution, either private or public, dates back to the primitive man, the household goods warehouse as a specialized branch of the warehouse industry did not make its appearance, nor was it in great demand, until about the time of the Civil War. When so many men of both North and South were called into service, the main support of thousands of families was taken away, and countless homes broken up in a comparatively short time. In some cases the breaking up of the families was the result of wise precaution for their safety; but in most instances this step was taken as a matter of economy.

Naturally it was necessary to store great quantities of household goods and personal effects. There was created consequently almost overnight a sudden demand for storage space of all kinds. As this condition was particularly true in New York City, it was here and at this time that the idea of establishing a special warehouse for the storage of household goods was conceived and put into actual operation by Mr. John H. Morrell.

From the time, however, that this first special warehouse was put into operation for the storage of household goods, very little progress was made in the industry until another change in mode of living developed—this time not of necessity but for convenience. Until about 1900, neither business men nor general public looked upon the business with any particular favor. This was probably due to two reasons: in those earlier days, the majority of people owned their own homes or rented private houses, occupying the same residence often for generations; and again, because no particular attention had been paid to any definite arrangements for the proper kind of storage space.

The so-called warehouse was operated and maintained by a cartage or moving

*Copyright, 1920, by Charles H. Moores.

concern, that used as a storehouse either a portion of a barn, or a dilapidated building, fit for no other purpose. Little heed was paid to the careful handling of household goods, and little or no pretence made of marking or piling them, so they would not become mixed. In a majority of instances, household goods

"Can I Afford to Build?"

It is not how much it costs to erect a warehouse and how much it costs to operate it that are the real issues, according to Mr. Moores, but rather how much can be made out of the venture. This should be the warehouseman's viewpoint, he declares, and it "can be easily demonstrated that by far the greater number of warehousemen who say they cannot afford to build, cannot in reality afford not to build."

were left unprotected so that thefts occurred frequently. Hence the result that the housewife not only looked with disfavor on the storage of her personal effects but referred to it as a catastrophe, and at once put forth the argument that while three moves were as disastrous as a fire one period of storage was a calamity. She considered herself lucky if any article was retrieved from storage undemolished.

About the end of the nineteenth century, flat buildings or apartments began to come into favor. This gradual changing of the old homestead method of living, so long in use by our forefathers, to the more modern apartment building or cliff dweller type of habitation, started an increase in the demand for storage space. As the flats or apartments became the more distinct type of homes in the larger cities, there were rapid improvements in their conveni-

Are Features in a New Type of Furniture Storage Plant Designed to:

1. Minimize danger of theft.
2. Avoid marring, scratching, breaking.
3. Eliminate mixing of lots.
4. Reduce menace of fire.
5. Provide two handlings instead of eight.
6. Eradicate congestion and confusion.
7. Make labor costs smaller.
8. Place your business on a higher standard.

ences, year after year, which attracted the women folks, and this gave an incentive for frequent moving and the birth of one and two year leases. This naturally increased the demand for household goods storage, and live warehousemen aware of the opportunity offered to develop a more substantial business, made every effort to improve their facilities. Through earnest effort in certain localities, a great deal of the prejudice of both housewife and general public to this new industry was removed. It will be borne in mind, however, that this effort was put forth by warehousemen of recognized business ability in a few of the larger cities only. Apparently their work was either unknown or totally disregarded in the rest of the country, and even to-day there are warehousemen, in cities of from 100,000 to 400,000 inhabitants, who are still using the primitive methods and similar disreputable quarters utilized in the larger cities some thirty to forty years ago.

As an example, a certain warehouseman who is now building a new modern fireproof structure, has, up to this time, occupied a two-story loft building, having a hand power elevator. He has been paying a fairly high rental for the space occupied, and has realized only approximately 20 per cent of the revenue that will be his in the new and more modern quarters.

Another man, in one of the larger cities, much over 200,000 inhabitants, is operating four non-fireproof buildings. One consists of an old abandoned school, three stories high, without elevators, and condemned by the city for school use. The building has been reinforced with timbering and the household goods stored in same are carried from the street to the first, second and third floors, where they are stored. His other warehouses consist of non-fireproof buildings, the best available perhaps but affording accommodations that you personally

would not patronize. *His actual labor charges in handling the storage business in these various buildings, without power to elevate the commodities, would be nearly sufficient to pay the necessary charges of a new and modern building.* Yet this man is a leading warehouseman in that city. A long list of such instances could be given. Many of the readers of this article may realize that they are in the same position. The thought to bring forth is this: that just such facilities are the very things that prejudice the general public and business men against the warehouse business as an institution.

The Slumber of Content

As has been intimated, in the largest cities the old makeshift type of building started to disappear to be replaced by better non-fireproof types of construction that offered a much more desirable class of storage space. Then as the demand increased, fireproof buildings became practical for this purpose. Unfortunately, however, such progress has not been general. The example set by these progressive warehousemen in a few of the principal cities has not been followed by the fraternity as a whole. Very little effort has been made by the warehousemen in the smaller cities to keep pace with the times. Most of them are receiving incomes from their present warehouses which, apparently, must be sufficient for their needs. It is time that they realize that the only reason they are so fortunate is because there are no better facilities in their cities. Unmindful of the fact that this situation will change, they contentedly slumber and will continue to do so probably until a Gabriel in the guise of a progressive warehouseman wakens them with a trumpet in the form of a modern fireproof building.

The live warehouseman always has these thoughts in mind; give better service to his customers; give them better storage space; provide special departments for their needs; make his institution complete in every detail; and, above all, make courtesy to his customers his by-word. A few extra moments spent in explaining the service and showing the warehouse is more effective than thousands of dollars spent in advertising. You can pick out any ten warehousemen and study their methods and you will find that the man who is courteous to his patrons, painstaking in his service, and provides the proper kind of storage facilities, is the warehouseman who is getting the business and making the money. Furthermore, he is not in constant fear of his competitor taking away his customers. He does not have to go to the extreme of cutting prices to get new customers; in short, he has learned that modern fireproof facilities and good service are what the public want and are willing to pay for. He knows that they will pay him from $\frac{1}{4}$ c to $\frac{1}{2}$ c per cubic foot more for up-to-date facilities than they would for non-fireproof, antiquated warehouse space infested with rodents, and carrying a high rate of insurance.

Few are the housewives who will not

be willing to give a few dollars more for the storage of their cherished personal effects when they are assured that these possessions will have the right care and treatment and come out of storage in as good condition as they went in.

Warehousemen in surprisingly increasing numbers are realizing that these facts are logical and true. From every quarter come expressions of desire for new facilities; but in the same sentence is the statement that the warehouseman cannot afford to build because the cost is double what it was six years ago. Here is a fallacy based on habit of thought. Having been taught that the American dollar as a standard will purchase a certain quantity of any given commodity, they are bewildered as the prices of com-

An investigation of seventy-two warehouses was recently conducted by Mr. Moores, who found from 25 to 68 per cent. of the space was not filled as it might have been, and that "the average efficiency of all these houses was less than 50 per cent." Because of these conditions, Mr. Moores says to the warehousemen in this article:

"You must bear in mind that the only commodity you have to sell is space and that the revenue of your house is directly dependable upon your economy in the use of available space."

modities increase whereby the quantity which the dollar will buy is reduced a half. They do not realize that *there is another side to this situation; namely, that of increased revenues due to the higher prices for storage, packing and crating, cartage, etc. The fact is that it is not how much it costs to erect a warehouse and how much it costs to operate it that are the real issues but rather how much can be made out of the venture. This should be the warehouseman's viewpoint.*

Does it really matter much if the prices of commodities and labor have doubled if you receive double compensation for your efforts? Before accepting unqualifiedly the belief that "the cost of improvements is too high" the warehouseman should thoroughly investigate conditions in order to find out not only what the improvements actually will cost, but how much can be made from them.

The Dangerous Position

It can be truthfully said and easily demonstrated that by far the greater number of warehousemen who say they cannot afford to build, cannot in reality afford not to build. Take, for example, the warehouseman who has a non-fireproof building in which he is doing a prosperous business that involves large accounts receivable on his books. He is in an extremely dangerous position. A fire may start by spontaneous combustion in the middle of the night and wipe out not only his entire business but his earnings and savings of years; the ac-

counts on his books become a dead loss; his reputation as a warehouseman is ruined.

Such a thing will not occur in a fireproof warehouse particularly where there are private storage rooms with fireproof doors. Where open storage is used, a fire would be confined to one floor, thus reducing the danger of loss to that particular floor. *From an insurance standpoint, it is easy to see why a warehouseman should have a fireproof building; from a safety standpoint, it is more attractive to your customer; from a revenue standpoint, it has all the advantages.*

"Selling" the Banker

It would seem that after the warehouseman has convinced himself that these facts are absolutely true, his state of doubt and fear should be overcome; but such is not always the case. He next imagines all sorts of difficulties in securing the necessary funds for expansion. This is a difficulty easily solved by anyone with a well established business reputation for honesty and integrity. *Bankers are learning, in some cases faster than warehousemen, of the excellent character of the investment and of the attractive earnings which may be realized under proper conditions.* It is only necessary to make a thorough investigation of the situation and present the facts and figures to your bankers in a businesslike manner in order to secure their co-operation in the provision of required funds.

What, it may be asked, are the necessary facts and figures and how are they to be obtained? First, a thorough investigation of the warehouseman's local conditions must be made and the probable amount of business that can be obtained, determined. Then a well-defined plan or layout of a building of proper design and sufficient size can be made, together with estimates of its cost. When these plans, sketches and estimates are combined with tabulations of earnings from the available storage space and special departments, and an analysis of the cost of operation, it is possible to deduce the net as well as the gross annual earnings of the new project, and thus present what amounts to a clear, concise prospectus of the whole proposition.

Of course, such a report to be of real value must be prepared by architects and engineers who are thoroughly familiar with the latest designs and the best types of construction for warehouse purposes. They must know how to analyze the warehouseman's local conditions as well as be thoroughly conversant with the warehouse business throughout the country. In short, they should be specialists not only in warehouse design and construction but, as well, specialists in the business of warehousing so that they may be enabled to advise their clients of new methods of operation which others are adopting successfully and which will be of value to them.

A photograph on page 39 shows a warehouse with superstructure partly completed that is being built in accord-

ance with the latest type of construction. Such a reinforced concrete building of flat slab design, with brick and tile curtain walls, is the most economical and satisfactory for a household goods warehouse. Such a structure can be built for less money than either the beam and girder or steel frame types. Moreover, such a flat ceiling, without obstructions, makes it possible to utilize the entire cubical content from floor to ceiling.

Such a building, looked at superficially, seems so simple that one might wonder why a local architect, his friend perhaps, could not design it just as well as a firm of specialists. It should be borne in mind that while the local architect may be most efficient in the design of houses, flat buildings and office buildings, he may at the same time have no practical knowledge at all of either the warehouse business or warehouse design, and frequently where he is employed the warehouseman finds that whereas he may have a very substantial building, it has cost a great deal more than it should have and the layout is not best suited to his requirements. On a number of occasions, the writer has inspected fireproof warehouses, as consulting engineer for the owners, and has found that the floors have been designed to carry a load of from 250 to 300 pounds. This indicated that the designer had no idea of the proper carrying capacity for a furniture warehouse. These warehousemen, by employing local architects, greatly increased the cost of the building because of this doubling of the strength of the columns, floors and footings.

As a matter of fact, building departments of some cities are so entirely unfamiliar with the usages of this type of building that they place them in the same class as the heavier constructed merchandise warehouse. This is absurd because it is almost impossible, in piling household goods, to get a uniform load on a floor of more than 70 pounds to the square foot. It should be remembered, too, that only 70 to 75 per cent of

the square foot area is available for storage purposes. In most cases, it has been possible to demonstrate to the engineers of the building departments that this is a fact, and usually one is able to get them to reduce the live load to 100 pounds per square foot. In some instances, it is necessary to design for

The household goods warehouse should be on a par with the up-to-date bank for completeness of facilities, compactness, and efficiency of operation, Mr. Moores declares, because "their functions are the same—the warehouseman is the custodian of a commodity while the banker is the custodian of the medium of exchange that purchases that commodity."

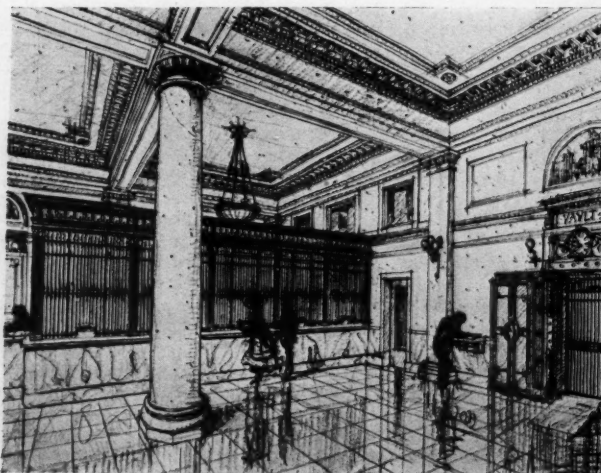
125 pounds per square foot to meet the building code.

Therefore, if you do not care to avail yourself of advice of specialists when building, be cautious, and make sure that your architect or engineer understands the design of reinforced concrete and that your floor loads do not exceed 125 pounds per square foot for the storage of household goods. See to it also that, when a building is designed for this floor load, a factor of safety of four is used by the engineer. This means that the footings and floors are theoretically designed to support four times the given floor load before they will actually fail. This must not be misconstrued to mean that it is perfectly all right to load the floor to four times the given floor load, because that is not safe. This factor of safety is used to protect the owner against careless overloading and to obviate the danger that is to be reckoned with on every piece of construction work. It is a recognized fact that the actual work is done mostly by unskilled labor and consequently portions of the cement may not be an exact theoretical mixture.

After the structure is completed, the

building department, to protect the city and the public, usually chooses one or two panels for a test. This test space is loaded with wet sand or other material having a weight equal to twice the prescribed live load plus the dead load of the floor. On a 125 pound live load specification, this particular panel is loaded with 340 pounds to the square foot and must not show a deflection or sag of more than the prescribed amount. The selection of the contractor is, also quite an important factor. As a matter of fact, it is often a mistake to consider the lowest bid where a mixed aggregation of contractors is considered. A great many times among local contractors of any particular city, there are a number, who have good reputations and are thoroughly responsible financially, but have little or no knowledge of reinforced concrete construction. Most failures in incompleted reinforced concrete buildings are directly traceable to the inexperience of the contractor on this particular work.

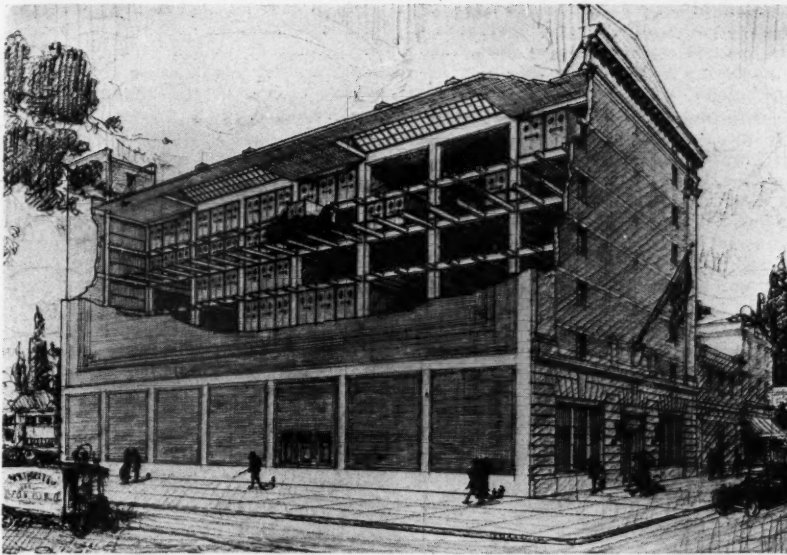
The layout of the first floor is a very important consideration. Many warehousemen do not realize that the space occupied by special departments on this floor will bring a greater revenue than any of the floors above used for ordinary storage purposes. The piano room, designed with a mezzanine floor so that the entire cubical contents may be utilized, will pay more than double the income of ordinary storage space, and, in addition, has attractive advertising features. The trunk room, rug vault and silver vault produce a high rate of revenue per cubic foot. No warehouse plan is complete without them. In some cities, too, it is very desirable to have a small cold storage room for the storage of furs and woolen garments during the summer months or during the period of storage of one's household goods. These special departments, which are great advertising features and big revenue producers, should be thoroughly investigated before definite approval is given to a first floor plan.



No. 1. This warehouse office reminds the customer of a bank. To right, entrance to vault for silver and rugs



No. 2. Aisle leading from elevator shaft and running full length of building (See page 31)



No. 3. Sectional view of safe deposit type of fireproof warehouse. Note that at each landing, or at beams carrying each tier of boxes, is a track similar to a crane or industrial car track. Here is shown in operation a motor-driven platform or transfer car from which a storage box is being removed to a pigeon hole

In the floors above for storage purposes, it is well to provide for three classes of storage: ordinary open storage space; compartment storage, or a floor laid out in rooms not exceeding 400 square feet each, in which innumerable small lots may be stored with the same insurance rating as a private room, which is 10 per cent less than that of the ordinary open floor storage; private storage rooms, consisting of small private rooms with iron fire doors, each to accommodate one, one and one-half, and two van-load lots. The rate charged for these rooms is based upon the entire cubical content whether completely filled or not.

In the general layout of the storage space great care should be taken to get the aisles properly located and the piling space of private rooms neither too deep nor too narrow. The most economical width of aisle is four feet and this is ample for all purposes, provided the aisle space is properly laid out. Many warehousemen, with the older type of buildings, have aisles from five to ten feet wide. This is a useless waste of good space. You warehousemen must bear in mind that *the only commodity you have to sell is space and that the revenue of your house is directly dependent upon your economy in the use of the available space.* The writer has been in a great many warehouses where the owner stated that his warehouse was completely filled, including part of his aisles. In going over the warehouse it was found that a great many piles were not within two feet of the ceiling, and were loosely stacked, and that the aisle space was double what it should be. In some instances, it really paid the warehouseman to repile the contents of entire floors. In one instance, in a five-story

building, nearly two floors of new available space were acquired.

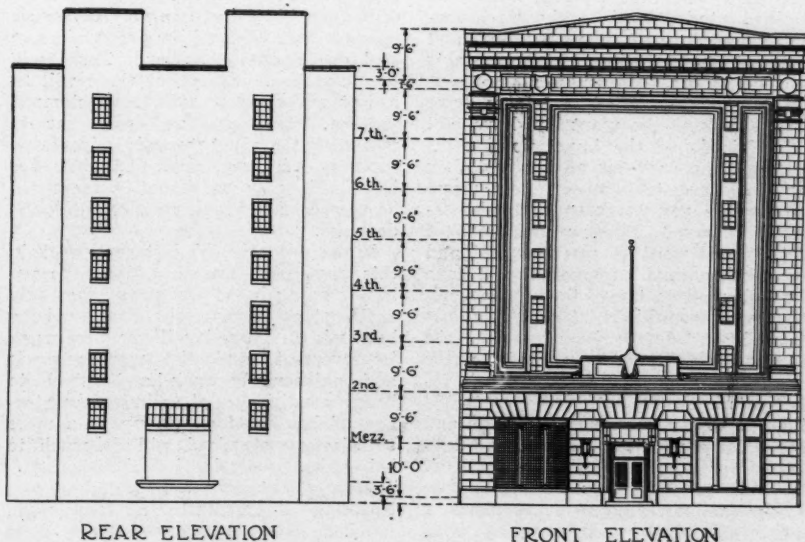
An investigation of seventy-two warehouses was recently completed and the results were amazing. It showed that the various warehouses as utilized had from 32 per cent for the most inefficient, to 75 per cent for the most efficient, of total space available for storage. Therefore, it can be plainly seen that the more efficient warehouse had twice the revenue from the same gross space as the most inefficient one. *The average efficiency of all of these houses was less than 50 per cent.* Much of this was due to incompetent design,

and a great deal was due to the lack of system. Too much thought and care cannot be given these points.

From an advertising point of view, the design and general arrangement have much to do with the success of the business. The women are the most interested in the storage of furniture and personal effects and they will see to it that their treasures are stored in that place which to them appears to be safe and attractive. If located on a car line or in a small business center in the residence district, the location itself will bring the women to the door, and the appearance of the establishment will determine the result. If the appearance is massive and attractive it will convey a sense of security. If the office is well appointed with tile floors and marble counters, it will suggest an atmosphere of refinement. With the silver vault and its burglar-proof door in plain view, the first impressions gained on looking at the massive construction of the building are confirmed. The patron's confidence is mounting the moment she enters the main office. She glances through large plate glass partitions into the piano room, which is attractively decorated. This room is as clean as a parlor; and when the manager calls her attention to the fact that here heat and moisture are kept constant so that excessive dryness cannot injure the casing of the pianos nor, on the other hand, too much moisture or humidity swell the casings and rust the strings, that feeling of confidence in the management is clinched. Perhaps now she remembers a telephone call that she neglected to attend to before leaving home. She is still further surprised to find there is provided a ladies' waiting room with a telephone and other conveniences. After using the telephone she is invited to inspect the remainder of the plant.

A steel enclosed and chemically moth-proofed rug vault is shown her where rugs of value may be stored safe from

No. 4. Simplicity—dignity—attractiveness



REAR ELEVATION

FRONT ELEVATION

fire, theft and moths. Then the trunk room, where trunks containing articles of clothing and personal belongings with high intrinsic value may be stored by the month or by the year, and are accessible at all times so that articles may be taken out, put in, or examined. She is also shown the silver vault where silver plate, valuable bric-a-brac, etc., may be stored during the vacation season or permanently. Regular safe deposit boxes are here too. She next inspects a small cold storage room, automatically kept at the proper temperature, where furs and woolen garments may be safely stored during the summer months or during the period of storage of her personal effects, and preserved without danger of fire, theft or moths. Then just a glance at the open storage space, clean and fireproof, and the private locked rooms where her personal belongings may be stored under lock and key safe from fire and theft—rooms dustless and sanitary. All these are convincing. Last, but not least, she is shown the packing department with everything in order; modern machinery for cutting, lumber for boxes and crates, heavy pads for highly polished furniture, waxed paper, excelsior, and other materials to be used.

The wonderful facilities of this institution are now impressed upon her and when she has been shown how each piece is checked when taken in with a tag showing lot number and piece number, and how it is entered into the receiving book and on the warehouse receipt, she will have lost that distrust that was instilled into her by the early warehouseman's procedure of rough handling and inexperience in storing, and loss always expected by fire, theft and mixing of lots.

After a number of customers have passed through the plant and have told their friends of the impressions gathered and the facilities offered and they in turn have told others, how many boosters do you think that warehouseman will have? Every woman in that district will want to see the plant and the warehouseman's competitor will have a rough road to travel to get the business away from him. *Think of the vast possibilities of this business, and the wonderful opportunity opened to the warehouseman who will only think, investigate and then act!*

These points mentioned on design and layout have much to do with the successful operation of the warehouse business, but unfortunately too often little serious thought is given to it until a competitor builds a new warehouse with

more and better facilities. *It is time for the easy-going, self-satisfied warehouseman to wake up to the opportunity that is his to-day but may be the other fellow's to-morrow.* Competition is the life of trade and it must not be overlooked that the favor of the public is fickle, and, in this age of modern improvements, exacting. Your customers will not always put up with indifferent service and inadequate and antiquated storage space; and just because you have controlled the business of your city, it does not follow that you will always have it.

Furthermore, just because there happens to be a shortage of storage space at this time, and the public is compelled to take advantage of it at any price, does not justify you in charging from two or three times the real worth. One would think some warehousemen were near kin to bees the way they go after the public when conditions are such that the gen-

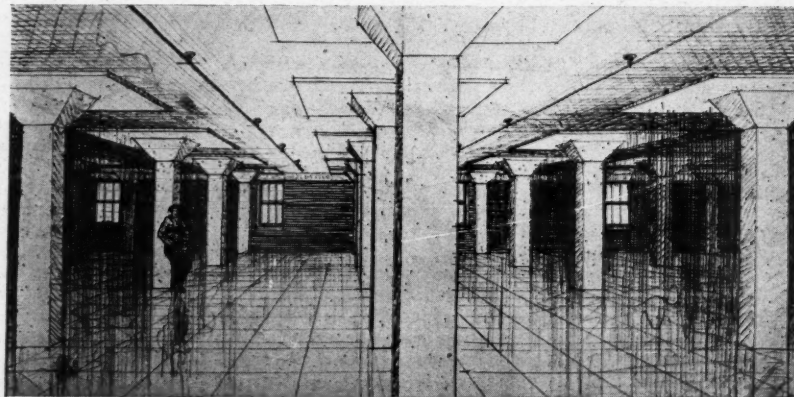
erally piled. While moving in the van, pads, burlaps and quilts are used to protect the furniture; but in the warehouse these are not available, and the commodity, though stored and piled carefully, is handled with more or less damage to the articles. There is also danger of theft between the customer's house and the warehouse, and *vice versa*. Over this the warehouseman has very little control. It is a well known fact that many new men are employed during the busy season, about whom the warehouseman knows little either as to their history or character. *An effort should be made to reduce this danger to a minimum.* Again, the high price of crating lumber has reached a point where it makes the packing and crating of household goods for storage prohibitive to the middle class. At the present rate, and where the goods remain in storage not more than six months, the crating and packing charges are far in excess of the

storage charge. Therefore, *some step should be taken to lower the cost of this to the customer.* At the same time the warehouseman should not be deprived of his profit in the transaction.

Realizing that many of these evils, inconveniences and annoyances cannot be entirely eliminated from the warehouse business as now conducted, even under the most ideal conditions, the engineers of the country who specialize in the design and maintenance

of warehouses have directed earnest effort to the conception of a new type of warehouse wherein many of these faults might be eliminated. As many have expressed interest in one of these new designs, it may well, perhaps, be described somewhat in detail for the benefit of all.

The building is of reinforced concrete construction, the first floor of which is much the same as that of a modern warehouse of to-day, having the attractive office, the piano room with mezzanine floor, the silver and rug vaults and trunk room, and the cold storage room for furs, etc. They are partially shown by photograph No. 1 and by one of the illustrations on page 38. On the mezzanine floor one portion is used for the storage of pianos and the other for the storage of deposit boxes, later to be described. The first floor of the building consists of one self-contained unit, practically the same as our present modern fireproof household goods warehouse. It has a ceiling, but, between this ceiling and the roof there are no intermediate floors. The superstructure consists entirely of columns with concrete beams tying the



No. 5. Mezzanine floor plan of new type of household goods warehouse. Here is provided ample space where customers may examine their stored property

tral public cannot do otherwise than accept their antiquated non-fireproof facilities. *It is not just to yourself nor to the customer to charge a price for indifferent service and non-fireproof space equal to that charged for fireproof space and considerate attention.* There will be a reaction. Remember there will be a to-morrow when satisfied customers, modern warehouses and good service will bring their just rewards in increased business and revenues, and then the household goods warehouse business will be placed on the high standard which it deserves.

While progress the last few years in this particular branch of the storage business has been very gratifying, only a few steps in the right direction have been taken. There is still room for much improvement, and the warehouseman and engineer who work hand in hand to better conditions and to bring the storage of household effects up to a more satisfactory standard will do much to bring about more ideal conditions.

Most of the marring, scratching, and breaking of furniture is done when handled in the warehouse where it is



No. 6. Receiving door at rear of warehouse. A steel crate, containing household goods, ready for elevating to an upper floor

building together and supporting deposit boxes. At the rear of the building are two freight elevators, separated by a space fourteen feet square, on which is located a turntable. This is all the space necessary for shipping or receiving household goods. Explanation comes later.

The beams and girders of the building practically divide the structure into a series of pigeon holes one above the other to any desired height. Illustration No. 2 shows one of the parallel aisles leading from the elevator shafts and extending the full length of the building. Referring to the sectional view, illustration No. 3 it will be noted that at each landing, or at the beams carrying each tier of boxes, a track is installed in much the same order as a crane track or industrial car track. These tracks extend from the elevator the full length of the aisles. The freight elevator is of sufficient size to accommodate a transfer car, or a motor driven platform similar to a small industrial truck. Parallel rails are installed on the floor of the elevator and down the aisles at each landing so that this car may run from the elevator along the aisles to any one of the different pigeon holes in which a safe deposit box is stored. The illustration No. 3 shows one of the boxes being removed from the car to its pigeon hole. When, therefore, an order is received to collect a lot of household goods for storage, the procedure is as follows:

The transfer car will be taken up on the elevator to the landing on which the empty deposit box, in which goods are to be placed, is located, and electrically driven over the rails from the elevator down the aisle to this box. The box is rapidly transferred by two men to the

transfer car, which, with box on it, is then driven back to the elevator and lowered on same to the first floor. Here the car moves onto a mechanically operated turntable and is revolved a quarter turn so that the doors of the deposit box, when same is rolled onto the chassis of the waiting truck, will be at the rear. After being placed on the chassis, the box is held securely in place by a locking device. Then chassis and box have all the appearance of a moving van. It is then driven to the customer's house where the household goods are packed once and for all into this box. Necessary packing materials, such as oiled paper, excelsior pads, burlap, etc., are brought along and used as required.

When the box is completely loaded, probably in the owner's presence, the two steel doors are closed and locked with the safety deposit key. The owner is given the key, and also a receipt for "one steel crate of household goods No. (?), loaded, locked and sealed in the owner's presence." Then, for the protection of the warehouseman, a lead seal, bearing a consecutive number, is placed on the doors of the box much the same as a railroad car is sealed, and the number is placed on the receipt. This relieves the warehouseman of any responsibility of claim by the owner for articles stolen or misplaced. The van is then driven to the warehouse where the procedure of returning the loaded box to its original pigeon hole is merely a repetition in reverse order of the movements just described for taking out the empty box. The operation of receiving a vanload of household goods and putting it in storage requires less than fifteen minutes' time, and eliminates entirely all necessity for checking in, numbering, tagging, piling and checking out. It will be noted that in this method of storage, which is direct from the owner's house to the pile, six out of eight handlings of the commodity are eliminated. You reduce the danger of breaking scratching and marring to a minimum by reducing the handlings and by the method of packing in excelsior paper pads and canvas strips. You also give the customer a safety deposit type of storage that is ideal from every standpoint. Gone are their fears for the safety of their personal effects.

This design of building brings the household goods storage business to a much higher plane and reduces the responsibility of the warehouseman. What person would not pay a higher rate for this type of storage particularly when they are relieved of the present excessive cost of packing and crating? At the same time, the warehouseman will receive incidentally an additional fee for the packers or higher grade of moving men who pack the boxes, and also for the excelsior paper pads, etc., which are used. This however, is nowhere near as costly as the ordinary method of packing.

Illustration No. 4 is a very good illustration of the front and rear of such a warehouse. Through the one receiving door at the rear, illustration No. 6, the driver of the chassis and one warehouse-



No. 7. "Two men can readily push the safe deposit box from the transfer cage into its respective place," because all boxes have roller bearing wheels

man can store away from three to four vanloads of goods each hour; or, in other words, forty vanloads can be brought in and forty vanloads taken out in one day with two men. If necessary, by using four men, or two warehousemen and two truck drivers, and operating both elevators continuously, more than 100 vanloads can be taken into the warehouse and 100 vanloads taken out in a ten-hour day during the busy season.

The cost of construction of such a warehouse is reduced to a minimum through the omission of the floors which are ordinarily the most expensive portion of a building. Should the time ever come that, for any reason, it was desired to install the floors, the design is such that this can be done without excessive cost or great inconvenience. Were it necessary for customers, especially ladies, to go to the particular pigeon hole in which the deposit box containing their possessions was kept, in order to inspect them, it is appreciated that the lack of floors would be a serious objection. Even though the transfer car on which such a trip would be made has a high railing and is in every way absolutely safe, the feeling of being thus suspended in air as one inadvertently looked down perhaps some distance below, would be most unpleasant for many. In fact, they would not stand for it. Realizing this, provision has been made for accommodating a number of the boxes on the zanine floor. See illustration No. 5. When, therefore, a customer wishes to get into his deposit box to remove any of the contents or look at same, his box can be brought from its position in the rack above, to this space where it can be examined at his leisure, he paying for the handling charge. It will take less

than one-half hour to get the box and to return it to its place. This is a great convenience for the patrons of the house, and eliminates, as well, the necessity of persons going to a private room and keeping an attendant waiting there during such time as they are going over their possessions.

On the first floor of this building a package room is maintained where odd pieces may be stored. There is also a trunk room for the storage of trunks containing articles of apparel which will be needed during the period of storage; a small cold storage vault for furs, woolen clothing or woollens in trunks; a rug vault for the storage of valuable rugs; and a silver vault for the storage of bric-a-brac, etc. This makes a complete household goods storage plant; in fact, one that, for completeness of its facilities, compactness, and efficiency of operation, places itself on a par with the up-to-date bank. It should be so because their functions are the same—the warehouseman is the custodian of a commodity while the banker is the custodian of the medium of exchange that purchases that commodity.

Looking at the illustration, No. 8, of one of the aisles it will be noted that there is absolutely no danger of accident in this type of house. The two men can readily push the box from the transfer car into its respective place due to the fact that all boxes are provided with roller bearing wheels. Each part of the equipment of this house has been thoroughly investigated and tested. There is nothing new or freakish about any of the devices. Merely a new application of the various different contrivances that have been used for many years in commercial business. The elevator is a standard elevator; the turntable is an ordinary turntable, such as has been in existence for years for use in industrial plants; the transfer car is merely an enlarged industrial power platform, many of which are now in use; the tracks are the same as used for industrial trackways in factories; and the deposit box is not a particularly new idea. The novelty and ingenuity lie in the fact that these various devices have been picked out and assembled into a perfect stor-

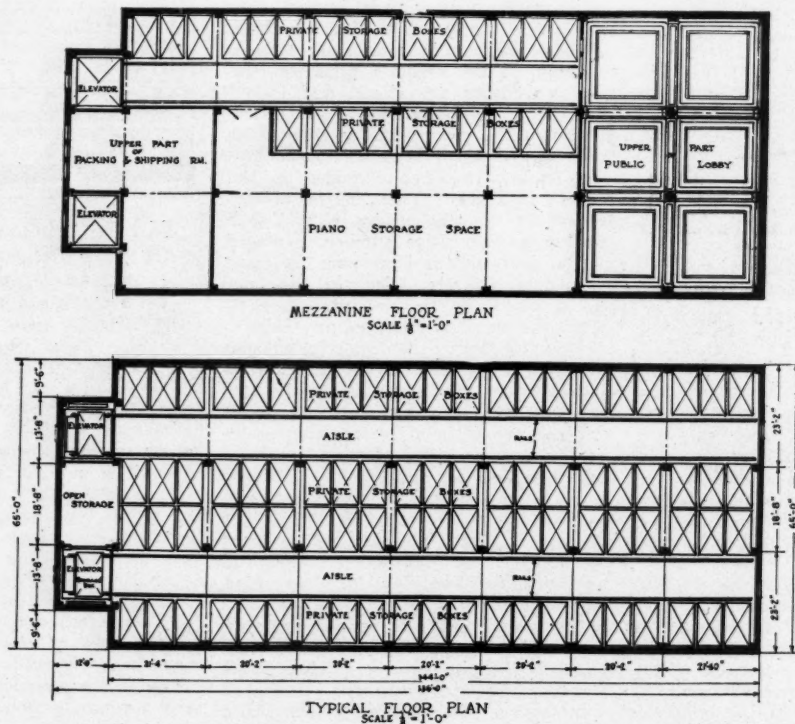
age machine; one for which there will be little competition in later years from the ordinary type of storage warehouse now in existence.

This method of storing eliminates the many disagreeable features from the storage business both from the customer's and warehouseman's point of view. First, it eliminates all danger of theft unless the box is actually broken into forcibly. Second, it reduces to a minimum the danger of marring, scratching and breaking of furniture. Third, it eliminates all danger of mixing of lots, as well as any claim for damages on the

is placed a ventilator which closes automatically in case of fire. In the center of the roof of this box is a specially designed sprinkler head that will automatically open should the atmosphere in the box reach a temperature of 160 degrees. When the box is in place, this sprinkler head is connected by a flexible coupling to a small piping system which runs to a gas receiver and generator in the basement containing a heavier-than-air gas under pressure. This gas is not poisonous and should spontaneous combustion occur in any of the boxes the ventilators will close and the gas

will be released. This gas descends like a curtain over the contents, completely filling all voids and instantly extinguishing any fire. This will be done without injury to the contents of the box or of adjacent boxes and there will be no loss from water damage. Attention is called to fire in any box by an alarm which sounds automatically when the gas is released. The interior of the box is padded and in the rear is built a series of drawers for china and bric-a-brac. The drawers are all of a standard size and can be taken to the customer's house for packing the day before the household goods are to be stored.

On account of the great saving in cost of construction of the building due to the elimination of floors, it is possible to provide a complete installation of these boxes and so secure a warehouse entirely equipped for approximately the same cost as is involved in an ordinary type of storage warehouse with private rooms. The improvement is obvious. The building can be constructed for eight or ten floors or tiers of boxes and the warehouseman can purchase one floor or tier of boxes at a time. Therefore, he does not necessarily have to make an initial expenditure of much more than half of the cost of his completed building until the demand requires the additional space. This is one instance in which a completed structure can be built and the space or boxes added a few at a time as the business requires. The advertising advantages are unexcelled. Many customers would pay gladly double the storage rate for this type of accommodation, even though the fact remains that it costs the warehouseman much



Drawings showing floor plans of new type of household goods warehouse

ground that certain articles have been removed from certain packages, or that all the articles are not there. Fourth, it reduces to a minimum the danger of fire. Fifth, it eliminates six out of eight handlings of the commodity, thus reducing to a minimum the labor charges and making it possible to place a vanload of household goods in storage in from five to fifteen minutes instead of the usual hour and a half to two hours. Sixth, it eliminates congestion and confusion at the shipping and receiving platform. Seventh, it reduces the clerical force to a minimum by eliminating the necessity of checking, tagging and numbering each piece. Eighth, it does away with the competition with the ordinary type of warehouse and places the business on the high standard that it deserves.

The framework of the safety deposit box is constructed of structural shapes with an outside covering of steel. The entire front end of the box is enclosed by double steel doors and in each of same

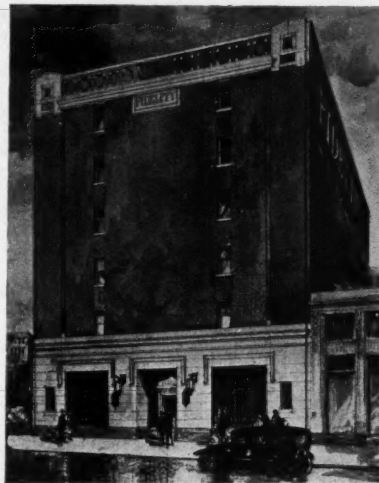
in cost of construction of the building due to the elimination of floors, it is possible to provide a complete installation of these boxes and so secure a warehouse entirely equipped for approximately the same cost as is involved in an ordinary type of storage warehouse with private rooms. The improvement is obvious. The building can be constructed for eight or ten floors or tiers of boxes and the warehouseman can purchase one floor or tier of boxes at a time. Therefore, he does not necessarily have to make an initial expenditure of much more than half of the cost of his completed building until the demand requires the additional space. This is one instance in which a completed structure can be built and the space or boxes added a few at a time as the business requires. The advertising advantages are unexcelled. Many customers would pay gladly double the storage rate for this type of accommodation, even though the fact remains that it costs the warehouseman much

less to operate, practically no more to build, and removes much of the grief from the warehouse business.

After carefully considering both types of plants, it is believed that this new type is a much more attractive one than the modern warehouse of to-day. The above description and illustrations are published with the consent and through the courtesy of Moores & Dunford, warehouse engineers, of Chicago, who have applied for letters patent on this system of warehousing.

This description of one of several new methods and designs of warehouses shows quite clearly that *the live and ambitious warehouseman will profit by keeping in close touch with the developments and improvements in warehouse systems and warehouse designs.*

Many of the warehousemen in the smaller cities are almost entirely unfamiliar with the modern paper work or system in household goods warehousing. Some of them have not yet arrived at the stage in their bookkeeping where the cost and revenue of the several departments are kept separate. For instance, many of them are not familiar with the earnings of packing. They do not know whether they are losing money or making money. The cartage and moving departments are not kept separate in their



No. 8. The recently organized Fidelity Storage Co. of Baltimore is erecting one of these new types of building, at cost of \$150,000

bookkeeping. They have no knowledge of the expense incurred or the separate revenue obtained from this department and therefore are in no position to plug up the small leaks that so rapidly de-

crease the profit of any institution. All they know in accordance with their present method of bookkeeping is that certain revenue on the entire plant is received each year and the expenses amount to so many dollars; therefore, they have made so much money on their business.

On several occasions it has been discovered that clients practically had no bookkeeping system at all other than a small single entry set of books and yet were conducting a business the gross revenue of which was better than \$40,000 per year. A moderate salary paid each month to a competent bookkeeper and clerk did wonders with their business. It told them of facts with which they were entirely unfamiliar and saved many times over the cost of the bookkeeping on that particular institution.

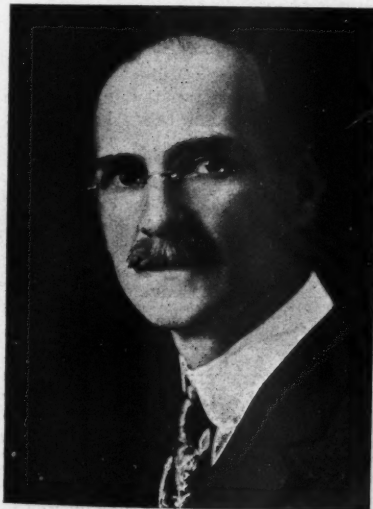
Again, many household goods warehousemen are not familiar with the laws governing their business in their States. Some of them are not even familiar with the standard non-negotiable receipt and many are not familiar with the necessity of the customer's signature on such a receipt to show that he is to be governed by the conditions of same. It will be well worth the while of any warehouseman who is in need of such systems to visit his brother warehousemen in
(Concluded on page 54)

GET ACQUAINTED WITH THESE THREE LIVE WIRES IN THE WAREHOUSE INDUSTRY

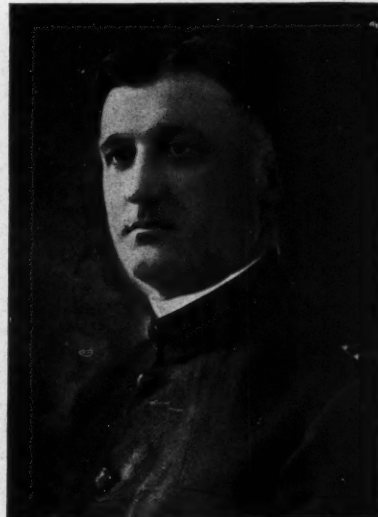
T. E. Witters, Baltimore, has been elected as the first president of the new Maryland Warehousemen's Association, comprising merchandise storage and distribution executives of Maryland, Virginia, Delaware and District of Columbia. A student in warehouse cost accounting and vice-chairman of the executive committee of the merchandise sub-division of the American Warehousemen's Association, Mr. Witters is general manager of the Baltimore Fidelity Warehouse Company.

Capt. W. G. N. Rukert, Baltimore, secretary of the new Maryland association, is general manager of the Block Street Wharf and Warehouse Company of Baltimore.

Buell G. Miller, Philadelphia, was elected president of the Pennsylvania Furniture Warehousemen's and Van Movers' Association at its third annual meeting held in Philadelphia in February. He is treasurer and secretary of the Miller North Broad Storage Company of Philadelphia.



T. E. Witters



Capt. W. G. N. Rukert



Buell G. Miller

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Mr. Kaiser is a practicing lawyer who makes a special study of warehousing and transfer affairs. DISTRIBUTION & WAREHOUSING cannot agree to answer all questions, but will do so as far as is possible.

RESPONSIBILITY ON GOODS STORED IN SPACE LEASED FROM RAILWAY CO.

EDITOR, *Distribution & Warehousing*: Probably other subscribers to this magazine are or will be interested in the same question we are up against in connection with fire insurance on goods stored by us as warehousemen in a building leased from one of the railway companies here.

This company insisted, as one of the conditions of the lease, that we not only release them from liability on account of fire damage but agree that any insurance written on stored goods also relieve them of such risks, and furthermore, any insurance policies written in our behalf or of the owners of goods stored be in the joint names of the owner and the railway company; the latter, probably, to give the railway company a hold upon the situation and prevent an unfriendly customer from suing the railway company on the ground that the fire was caused in some way by the negligence of the railway company.

In order that you may be fully informed we enclose copy of portion of the wording of our lease. We have had the small amount of insurance we are carrying on our goods and interests in the premises written with the Railroad Waiver Clause reading:

"The insured and the insurers have relinquished all right to recover for loss or damage in case of fire from the ——— Railway Company."

If this were insisted upon in the policies on all of our customers it might satisfy the railway company. We are considering the plan of stamping on all of our warehouse receipts, negotiable and non-negotiable, for goods stored in the warehouse, the following:

"This land and building being owned by the ——— Railway Company, it is a necessary condition that any fire insurance on contents shall contain the usual Railway Waiver Clause, also must be written in the joint names of the owner and the ——— Railway Company."

But we can see that that will not make sure that customers comply therewith.

Have you any suggestions by which we could provide for this severe condition of our lease?

F. S. & T. Co., St. Paul, Minn.

P S.—The lease further covenants and agrees that all policies of fire insurance that shall be taken out on any property placed upon said premises by the lessee or any other person with its consent shall insure the owner thereof and the Railway Company and the Director General of Railroads against loss.

ANSWER.—The only thing I care to say at this distance is that the covenants you mention are going to give you considerable trouble. The proper thing for you to do, if you have already signed this lease, is to have it carefully examined by your local attorneys to find out just what it means and how far you are bound by it. It is to be regretted that you did not have your attorneys advise you before you signed it. It is impractical of course for you personally to see that every policy issued on property in the warehouse is written in conformity with the covenants of the lease, and, moreover, further trouble may be encountered in placing such policies.

A FALLEN FIRE WALL

EDITOR, *Distribution & Warehousing*: We have a three-story non-fireproof building for storage and recently one of the walls fell out, damaging a lot of household furniture.

The falling of the wall was caused by a fire that weakened the same about six months ago and was not repaired by the owner when adjustment was made.

We would like to know if, in your opinion, we are responsible to the parties having goods damaged by same.

Z. L. T. Co., Steubenville, O.

ANSWER.—As I understand your inquiry, you are a warehouseman and rent your building. You were bound to use that degree of care which ordinarily prudent warehousemen would have used to keep safely the property left with them under similar circumstances. It seems quite clear to me that you either knew of the defective condition of the wall or should have known of it through reasonable inspection; therefore you will quite likely be held responsible for the damage to the goods left in your care.

DAMAGE FROM WATER

EDITOR, *Distribution & Warehousing*: In your August, 1918, issue, page 36, I notice your reply as to a ware-

houseman's responsibility in the event of goods being damaged as a result of a water pipe bursting.

Where the goods absorbed the dampness from the wet floor through their not having been placed on skids, could he be held as having shown negligence of the ordinary and usual precautions? If you could refer me to any recent decision made on a similar case I would be greatly obliged.

H. T. W., Hamilton, Canada.

ANSWER.—The answer to your question seems simple. Would an ordinarily prudent man have placed his own property on skids to preserve it under like circumstances? It seems to me he would and if that is so, the warehouseman was negligent. (See 40 Cvc., page 435, and cases cited there.)

AN IDAHO DECISION

Under the express provisions of the present Idaho law the burden was on a warehouseman to show excuse for failure to deliver hay left with him, on demand of the depositor, accompanied by an offer to satisfy his lien; surrender the receipt, properly indorsed; and sign an acknowledgement of the shipment, according to decision in a late Idaho case. (*Duthie vs. Shepherd*, 186 Pac. 919).

Negligence in Emergency

THE Supreme Court of Tennessee held recently in a case before it on appeal that where one in a sudden emergency acts according to his best judgment he is not chargeable with negligence.

It decided, therefore, that a wholesale dealer in gasoline and oils, who was also the owner of a large warehouse, was not responsible for damage caused to the owner of another building by fire by reason of the fact that an employee of the dealer, while engaged in emptying a tank car filled with gasoline, on hearing a warning of blasting of rock nearby him, ran around the car to escape danger and thus permitted the gasoline to overflow, become ignited and burn down the building belonging to the other party.

The proximate cause of the loss was held to be the act of boys in throwing lighted matches in pools of gasoline on the ground during the short time the employee was absent and not the act of leaving the tank car unattended for a few minutes in the belief that he was in personal danger. (*Moody vs. Gulf, etc.*, 218 S. W. 817 Tenn.)

A. W. A. COMMITTEES DISCUSS COST FINDING

Increased Realty Values Will Figure in Final Reports to Be Made Public Soon to Members

PITTSBURGH, May 19—The three-day meeting, concluding to-day, of the general committee and sub-division committees of the Central Bureau of the American Warehousemen's Association resolved itself largely into consideration of construction conditions and costs, rental values and kindred subjects, with special emphasis on the desirability of ascertaining space costs as of present-day conditions. In order to arrive at this intelligently a great deal of preliminary work has been accomplished by the committee members and much valuable data obtained.

The meeting here divided into two groups—one representing the merchandise and household goods interests, for the purpose of a careful analysis of these subjects, and a great deal of constructive progress was made. The reports of these committees, as to what should constitute a standardized warehouses and standardized space costs, were virtually completed with the exception of minor details regarding which it was considered necessary to obtain further information. These reports will not be available immediately but it is hoped to make them public within a short time. When ready, they will furnish to all warehousemen, members and non-members both, a simple and accurate method of figuring space costs and will supply the basis for establishing a complete cost system by the mere substitution of a warehouseman's own figures for ones which would be selected for purposes of illustration. The illustrative figures to be selected will, in so far as it is possible to make them do so, reflect accurately the present day conditions in relation to construction costs, rentals or replacement values.

There are many factors in which the committee will be able to give merely illustrative figures for cost finding, as in relation to land values, which would differ widely not alone as to various cities but even as to different localities within one city; accordingly, the effort is to make the illustration fairly representative, in a manner which would clearly indicate the method to be followed.

Chester B. Carruth, actuary of the Massachusetts Storage Warehousemen's Association, and H. I. Jacobson, manager of the Port of New York Warehouseman's Bureau of Information, submitted a set of forms, with explanations, etc., as recommended for general use by A. W. A. members in taking up the questions of classification and cost accounting; with some slight changes suggested by the general committee, these forms will be available and will be presented to the members within a short time.

It was decided that the merchandise sub-division committee of the Central Bureau should meet some time in July, dependent upon the dates selected by various associations to assemble during

that month. This committee placed in the hands of S. G. Spear, Boston, and D. L. Tilley, New York City, the matter of further revision of standard warehouse specifications; and the revision of standard rules will be handled by C. W. McDonald, Chicago; John Bekins, Omaha; John L. Nichols, Boston, and T. E. Witters, Baltimore.

The work of the sub-committee of the household goods sub-division also was virtually completed, and it also will submit soon a report for distribution among members.

For the cold storage sub-division, W. B. Mason, Providence, R. I., reported that gratifying progress had been made and that it was expected to have data of value available next fall.

"The outstanding feature of all the work in relation to construction, rental or replacement values of buildings for storage purposes, including such costs as

are properly chargeable against storage space, was the indication of a very heavy increase as compared with the figures of four or three, or even two, years ago," Charles L. Criss, general secretary of the A. W. A., and head of the Central Bureau, said at the close of the meeting. "With all of the present day elements considered, the result is a very material increase. It is expected that these findings will be available within the month and they will be made known to the members as early as possible."

Those who attended the meeting, besides those already mentioned, were W. Lee Cotter, Mansfield, Ohio; S. M. Woodson, Kansas City, Mo.; C. A. Aspinwall, Washington, D. C.; S. H. Verrall, Chicago; S. C. Blackburn, Kansas City, Mo.; William T. Bostwick, Jersey City; H. L. Halverson, Minneapolis; W. R. Wood, New York City; D. V. Murdoch, Pittsburgh, and C. J. Neal, Cleveland.

CLAGETT CO. BUYS THE NEWBY INTERESTS

Two of Kansas City's Old Concerns Will Merge Under Name of Central Storage Co.

KANSAS CITY, MO., May 25—The Clagett Storage & Transfer Co. has bought the Newby Transfer & Storage Co. and will June 1 begin operations as the Central Storage Co., with largely increased facilities for merchandise warehousing, especially pool car distribution.

The Clagett company, one of the oldest in Kansas City, was established in 1902. The present officers have controlled and managed it since 1914. Charles C. Daniel, president and treasurer, has been identified with it since 1904, and W. A. Sammis, secretary and manager, since 1913. They will serve, in these capacities, the renamed company. The Newby Transfer & Storage Company was established in 1880, the chief officers having served it throughout this long period. Some of the personnel of the Newby company will be retained in the operating departments.

The Clagett Storage & Warehouse Company has had three merchandise warehouses, with 65,000 square feet capacity, and a derrick pipe yard for handling water mains, oil casings and similar large material. It has had its own covered dock, and because of this facility its pool car distribution business has been greatly expedited and increased. The present headquarters is at 1316 West Eighth Street, where it has, besides its own trackage and covered dock, joint trackage and available team tracks. It has operated teams and motor trucks but only for handling its merchandise warehousing business. The growth of its own business, and the need for additional storage space in Kansas City, brought about the purchase by the Clagett company of the Newby concern.

The purchase gives the company a trucking and transfer business, an important phase of the Newby organiza-

tion. The Newby company operated a merchandise warehouse, a six-story building, with its own private dock, at 1422 St. Louis Avenue, in the center of the jobbing district and approximately 150 feet from one of the largest and busiest freight stations.

The new Central Storage Company has purchased this six-story warehouse; and it has bought the five-story building adjoining the Newby building. These two structures will be merged into one large warehouse which will afford 85,000 square feet, or about a million cubic feet of storage space. About a third of this is net gain in storage space for Kansas City.

The Clagett and the Newby warehouses are adjacent to fourteen freight stations. The Central company will have trackage facilities for handling fifteen cars at one time on its own tracks. The main office of the Central will be at 1424 St. Louis Avenue. The location in the West bottoms renders it unnecessary for the trucks to "pull the hill" in the distribution.

The stockholders of the Clagett company authorized an increase of capital stock from \$75,000 to \$175,000 to handle the expansion, \$125,000 in common stock and \$50,000 in 8 per cent cumulative preferred. The present stockholders have taken up stock sufficient to finance the expansion.

New Columbus Trucking Company Is Organized

COLUMBUS, O., April 22.—The Capital City Trucking Co. is the name of a new concern which has taken over the business of Hall & Bresford. John W. Hall is at the head of the company, which has headquarters at 221 East Long Street.

STUMBLING BLOCKS

A Series of Letters

**In Which Storage and Distribution Men Talk Straight From the
Shoulder Regarding Problems They Want Solved**

No. 3

(No. 4 will appear in the July issue)

"NEATNESS"

"FAIR COMPENSATION"

"FAVORITISM"

"STOCK REPORTS"

By a Traffic Manager

I WOULD like to say a word with regard to warehouse compensation for daily, weekly or monthly stock reports.

Our experience has been that we have always asked a warehouseman to render us statements monthly showing thereon not only the quantity of our goods in warehouse but the numbers on same or some other means of identification so that we can check against our records. From my experience I know that this has never been any extra work for warehousemen as their records are generally made up from lot numbers, and this is enough information for us.

From this you will understand that we have never criticized the warehouseman; nor, so far as I know, they have never criticized us. Of course you understand that *some of the warehouse bills as presented look like a coal delivery man's receipt* before they get to us. This neatness (?) happens to the best regulated businesses.

There is one point that I would like to attack, and that is:

What is fair compensation for the warehouseman?

Of course our business, manufacturing tractors, is practically similar to the automobile business, and we can—in the same manner as the automobile manufacturers—say without question what we think should be a "fair rate." The surprising feature of this is the fact that 80 per cent. of the warehouses agree with us.

In other words, with eight out of ten warehouses whom we have dealt with, their terms have been satisfactory. What about the other two?

Some of them are half again as high, some of them are twice as high, and we have had them five times as high. Probably in some cases they don't want the business and put a high rate on so that if the shipper

is compelled to use his warehouse he will have to pay what is asked.

Still another case has come to my attention—that a *warehouseman did not know what to charge*. He named one price and one of our men told him it was too high and *he cut it in two*. This puts us in the position of thinking at times that the warehouses get more than a fair rate.

Right now, in our own State, we have had some shipments in five different warehouses in some of the larger towns—and four of them charge at same rates, while the fifth is \$5 a month higher.

What does this suggest to you?

By a Warehouseman

There are two criticisms of warehouse management which have been made by distributors of merchandise, and we make reply to these as follows:

1. "A discrimination in storage and labor charges in favor of manufacturers in the warehousemen's own city."

This criticism does not apply to the so-called railroad warehouses in our city, which abide by their published tariffs with a total disregard of the origin of business tended them.

A distributor from an out of town point is given due consideration when consigning goods to these warehouses by being allowed forty-eight hours within which time withdrawals may be made by his trade here free of any charge, either for labor or storage or insurance.

2. "It is a warehouseman's business to make daily or weekly or monthly stock reports and to do so without repeated reminders from the distributors? That the warehouseman should not make extra charge for this service and should prepare them in exactly the form designated by the distributors?"

(EDITORIAL NOTE—Publication of these letters is given anonymously for reasons which are obvious. The authors wrote candidly with the understanding that they would not be identified. DISTRIBUTION & WAREHOUSING will be glad to receive other communications of the same character. What is YOUR stumbling block?)

The railroad warehouses here originally accepted all these suggestions and would probably have continued to comply with them had not some of their patrons driven them so hard that they were compelled to assume a defensive attitude and make rules for self defense.

Little by little the warehousemen comprehended that they were being persuaded to go beyond the lines of receiving, storing, shipping or delivering the goods of their patrons, for which they named terms, and were being required to open a bookkeeping department for the benefit of the distributor, for which service no charge was made.

When it was found that this intricate minutæ of monthly reports was more than one clerk could attend to, within a few days after the first of the month, which was the time specified by the distributors for the mailing of the report, an investigation was made with results as follows:

F i r s t — Distributors required statements showing their order number, the date, the variety of goods called for and quantity delivered.

Second—Sometimes as many as 500 orders had been received in one month from one distributor alone and the detailed statement of his business would fill ten or fifteen pages of closely written data.

Third—In some instances the clerks of the distributor, without his knowledge, were fostering this kind of tiresome work upon the warehouse clerk, and getting credit for it themselves.

Fourth—In every instance the work was a duplication of the entries in the distributor's order book and charge book.

These discoveries led the warehousemen of this city to make the following rules:

1. Stock statements as per warehouseman's books will be supplied to the owner without charge, and this is sometimes no small matter, when a variety of kinds are carried in stock.

2. Comparison of owner's list of withdrawals will be compared with the warehouseman's books of delivery without charge, either weekly or monthly. This, as stated, sometimes covers 500 entries.

3. Itemizing deliveries and the actual confirmation of stock in the warehouse will be charged for, in accordance with the time consumed by clerks and warehouse laborers.

We lay these facts before you and feel satisfied that you will see in them a disposition on the part of the warehousemen to co-operate with their patrons; but a desire to maintain the line of demarcation between the distributor's business of selling and distributing and billing goods and that of the warehouseman's which consists in receiving, storing and accurately delivering

We Print These Letters Because

1 They give the storage executives and the shippers' distribution representatives a remarkable insight into the problems which are common to manufacturers and warehousemen.

2 The controversies written of are the ones which to-day are disturbing to harmonious business relations between warehousemen and distribution managers.

3 They emphasize the importance of a broader and more definitely-defined spirit of co-operation between the warehouse owner and the warehouse user.

4 It was the writing of these frank criticisms which is directly responsible for the plans being made to organize a national association of industrial traffic managers whose commodities are distributed through warehouses.

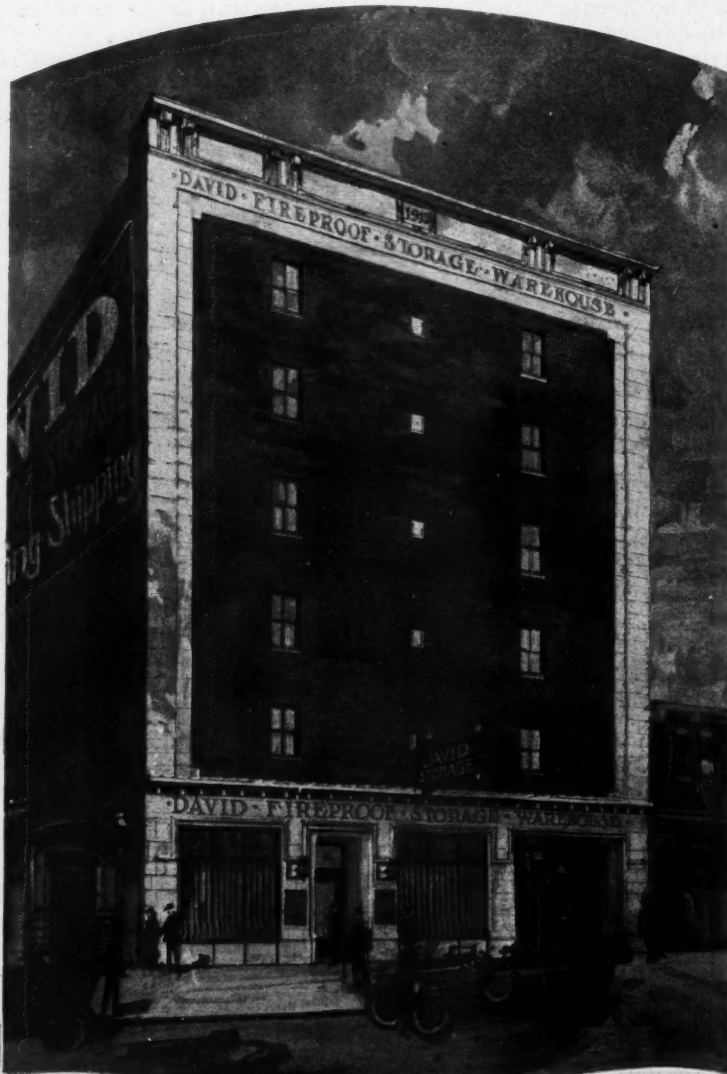
them as ordered by the owner.

Many distributors have very simple accounts and therefore they consider the warehousemen very narrow in their views; but if they can realize what is brought upon the warehousemen by other distributors when an effort is made to comply with their united requests, we believe their criticisms will be somewhat tempered.

IF YOU DON'T AGREE

with the opinions expressed in these letters, why not tell the industry through **DISTRIBUTION & WAREHOUSING**?





WHAT'S WHAT IN

I.

DAVID

Fire Proof Storage Warehouses

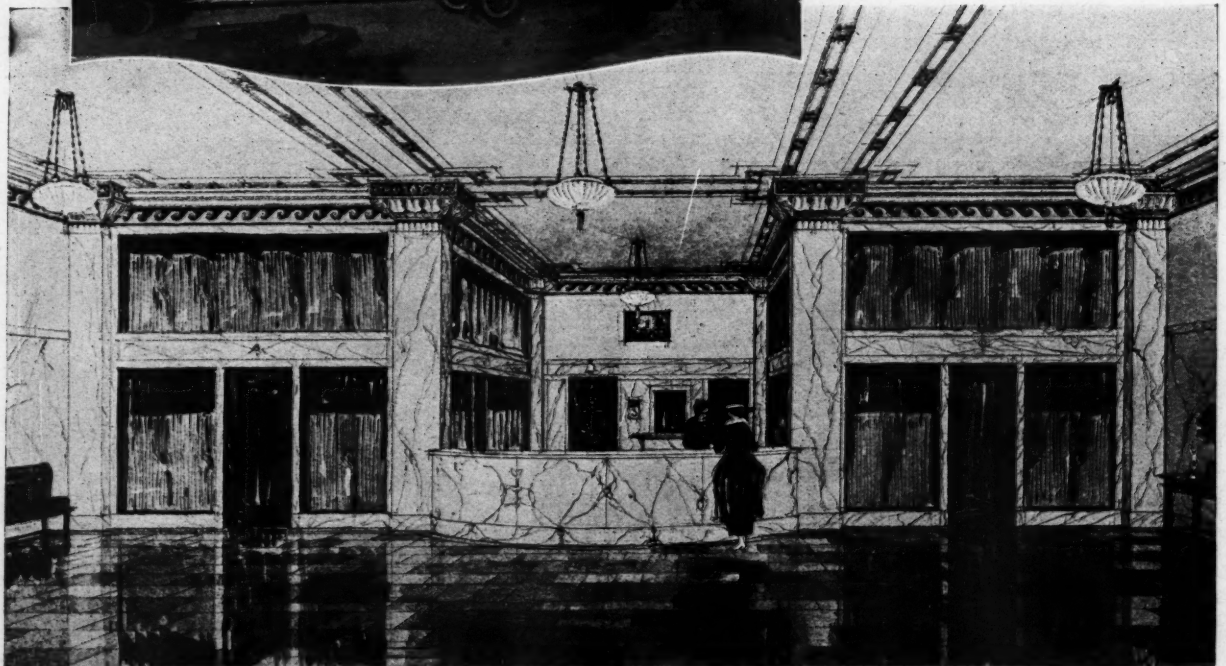
Chicago

DESIGNED for storage of household goods, this structure stands at Devon Avenue and Broadway in exclusive residential and apartment district and is architecturally designed accordingly by Moores & Dunford, warehouse engineers. Building is 50 feet wide, 120 feet deep, six stories high, with full basement. Treated with tapestry brick and cream mat surfaced terra cotta, giving the same appearance which characterizes all the David warehouses.

In interior office and lobby, terrazo floor blends with Creola gray marble wainscoting. Side walls and ceilings are of plaster with ornamental cornice, with walls canvassed and finished in a tiffany effect and ceilings panelled in shades to harmonize with general color scheme.

In arrangement, the customers' convenience and satisfaction have been considered as well as the most efficient and practical utilization of the space. To the rear of the spacious lobby is the open office with wings of the piano room and mezzanine piano floor on either side; a curved marble counter, that matches the wainscoting, extends across the two cen-

(Concluded on page 54)



NEW BUILDINGS

II.

ELSTON

Packing & Storage Company

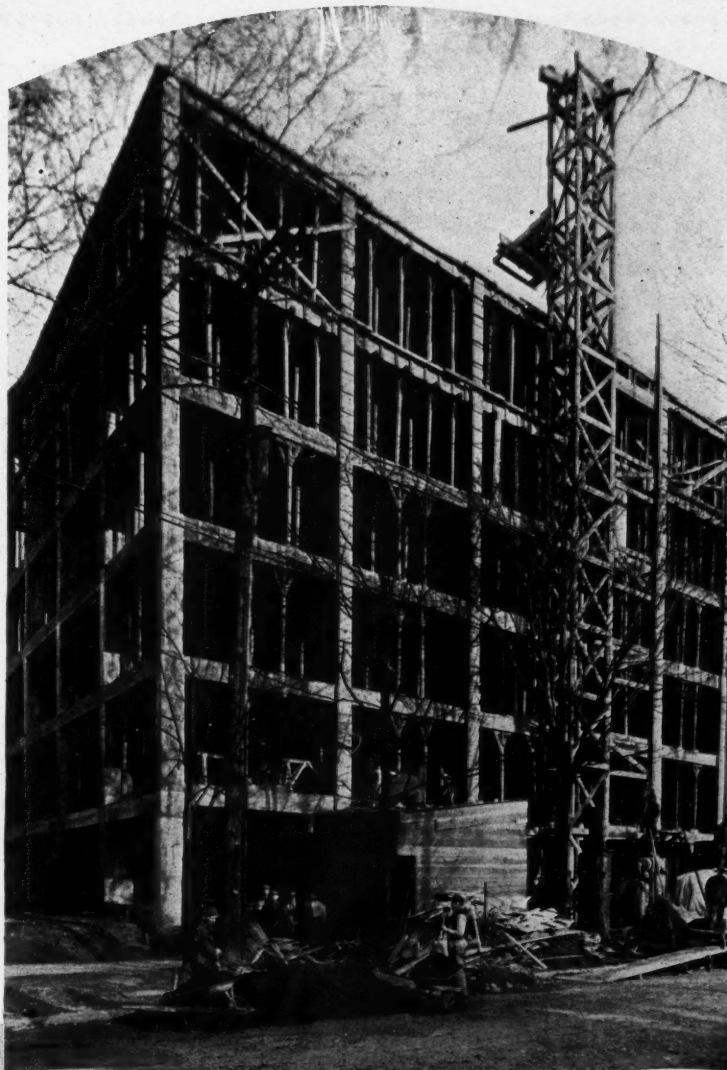
Grand Rapids, Mich.

DESIGNED for storage of household goods, this six-story addition to the Elston plant at Wealthy Street and Charles Avenue is 60 feet deep and 76 feet long. It has its own driveway and electric elevator for convenient handling of goods into and out of the structure.

The photograph below illustrates the solid substantial character of this fire-proof structure within which is every facility for the efficient and economical handling and storage of household goods. With the installation, as contemplated, of a separate cold storage compartment for the safe preservation of furs, valuable rugs, etc., there will be included under one roof all the modern features of an up-to-date warehouse.

In thirteen years, the house of Elston has expanded from a capacity of 1000 square feet of storage space to considerably more than 200,000 square feet.

The building was designed by and erected under the supervision of Moores & Dunford, warehouse engineers. The Christiansen Construction Company of Chicago were the contractors. The progress photograph to the right was taken March 31 and shows the nature of the construction.



READERS' FORUM

DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City

WHERE THE WAREHOUSEMAN IS "WEAK ON SALESMANSHIP"

DISTRIBUTION & WAREHOUSING,
231 W. 39TH STREET,
NEW YORK CITY, N. Y.

ST. LOUIS, May 4, 1920.

Gentlemen:

There are a great many things in our mind that the warehouseman or distributor could do to create a better feeling as between the shipper and the warehouse distributing agency.

One of the things is to become fairly familiar with railroad rate regulations or freight traffic regulations. It is not necessary in our opinion that this warehouseman should maintain a traffic bureau to take care of the wants of the shipper. That expense if it was put into really giving service, we believe, in the way of properly checking out the shipments, properly making deliveries, and properly protecting the shipper in case of damage, would be much better spent than through a traffic organization unless, of course, the traffic organization would handle that part of it also.

The shipper usually knows what the rates are to his distributing point and from his distributing point, but he does not always know just what the warehouseman will charge him for handling the particular cars in question. This we know because experience has taught us that contracts with various transfer or warehouse companies really mean nothing except that they will handle from one carload and then if another shipment is made two or three weeks later, or even a month later, there will be an altogether different charge; the shipper, never being notified that there is to be an advance, goes ahead and makes up his sale, and, of course, the advance must be absorbed by him, which means a loss of just that much on that particular car.

A great many of the warehouse companies create friction between the shipper and the receiver because of some of the arbitrary stands they take.

We would be disposed to throw our

business to the warehouseman who would look after our interests in the making up of the cars, see that proper bills of lading are taken up, proper notations are taken into consideration in case of damages or shortages, and furthermore, dependable service at rates properly authorized or contracts made between the warehouseman and ourselves for a definite length of time.

The warehouseman is weak on salesmanship of his service to us because of the fact that he does not render service; that is, a great many do not, a great many of them render excellent service, and we never have any trouble with those concerns, and we are paying, we believe, a premium to concerns that do handle our business in that way. The vital points on which a warehouseman should prepare himself and on which his business should be based are: Proper attention to the shippers' needs, proper and courteous attention to the various receivers in the car, prompt and accurate distribution of the car, legitimate and not excessive charges for the handling of same; never make changes unless notifying the shipper in advance, that he may know before forwarding his next shipment that there is to be an advance in the distribution.

Yours truly,

CRUNDEN MARTIN MFG. Co.
Traffic Dept.

THINKS THERE SHOULD BE ONLY ONE NATIONAL

DISTRIBUTION & WAREHOUSING,
231 W. 39TH STREET,
NEW YORK CITY, N. Y.

Gentlemen:

DALLAS, Tex., April 14, 1920.

In regard to the plan to organize a National Furniture Warehousemen's Association, we have received several letters from the National Association, Chicago, soliciting membership to that organization. We have also received two letters from Mr. Halverson of the

Boyd Transfer & Storage Co., which we presume you have also at hand, and if not we would suggest that you write to L. H. Halverson, Minneapolis, and secure copy of circular letter we refer to.

We believe that the name of the American Warehousemen's Association is what should be selected for the national organization. Mr. Halverson sets forth very good reasons for this selection. We believe that the Illinois furniture association of Chicago may be maintained and operated as a state organization under the semblance of a national organization as it now exists. Many other State organizations have a similar existence. We have one here in Texas and we would not object to affiliating with other States' organizations as associate members at nominal annual dues. This for the purpose of keeping in touch with all of the members of the various State organizations.

As to the American Warehousemen's Association and the National Furniture Warehousemen's Association, if the two organizations may not be able to get together, then we would naturally become members of the two organizations, and from our point of view we do not see where any great good may be accomplished from the organization of two national associations which are to take up the subject of storage of merchandise and household goods and cold storage. However, if necessary, separate sets of officers may be selected to preside over the affairs of the various classifications.

By so doing, all interests may meet and members may take part in whatever branch of the association they might be interested in and become acquainted with members from all points.

A. B. C.

New Arizona Warehouse

H. P. DeMund, president, Citizens' State Bank, Phoenix, Ariz., is erecting a \$125,000 warehouse on Jackson street. Three-fifths of the space will be occupied by the Arizona Hardware Supply Company and the rest of the 90,000 square feet will be rented to other parties. Structure will be two-story and basement, fireproof, 120 by 250 ft., and will be completed in October.

Eliminating WAREHOUSE FIRE HAZARDS

Build Protection on Good Housekeeping

By C. A. MORAN

(Fire Marshal, East Waterway Dock and Warehouse Company, Seattle)

(This is the fifth of a series of articles published in conjunction with the efforts of the National Board of Fire Underwriters to remove all warehouses from the class of hazardous risks. The sixth will appear in the July issue.)

IN order to eliminate the fire hazard and reduce insurance rates we must at all times have good housekeeping in mind. Our terminal is noted for its good housekeeping, and this, in the writer's estimation, is one of the best ways of eliminating fires.

We have a crew of twelve men cleaning up constantly and the refuse is taken out to a fire by electric tractors and burned.

"No Smoking"

Our terminal is equipped for handling general cargo, consisting principally of cotton, hemp and burlap, and for this reason it is necessary to keep our warehouse floors free of all refuse. There is positively no smoking permitted in the plant. Signs to this effect are conspicuously and well distributed throughout the terminal. Any one caught smoking is immediately discharged.

We have three commodious warehouses which might be described as follows:

Warehouses 1, 2 and 3, 96 to 100x488 feet average, 96 to 520

feet average, and 100x480 feet average, respectively. Warehouses 1 and 2 are divided into two about

A PIONEER

A fire prevention official says: "The East Waterway terminal is pioneering the way for the rest of the warehouse industry in relation to fire prevention."

Here are some of the hazard-eliminating features at this big storage plant on the Pacific Coast:

- Ten 4-gallon extinguishers
- Seventy-five 5-gallon extinguishers
- Two 40-gallon chemicals in each warehouse
- 3000 feet of 2½-inch hose
- From eight to fifteen 3-gallon soda and acid extinguishers in each warehouse
- A \$75,000 sprinkler system
- Seventeen city hydrants
- Concrete walls which separate warehouse sites from open storage
- Sand barrels and shovels scattered throughout open storage
- Buckets of bicarbonate of soda at strategic points
- Fire axes at every turn
- A 50,000-gallon watertank at terminal entrance
- Electric tractors to gather up refuse
- Searchlights for use at night and

C. A. Moran, a member of the National Fire Protection Association and of the Pacific Coast Association of Fire Chiefs, and who served eight years with Seattle's fire department



Education on minimizing risk from fire is one Moran method of reducing insurance

equal sections each and warehouse number 3 into six about equal sections by four-inch solid wood partitions, rising through roof with protected communications. Warehouses 1 and 3 are built on solid ground and warehouse number 2 on piling over the water.

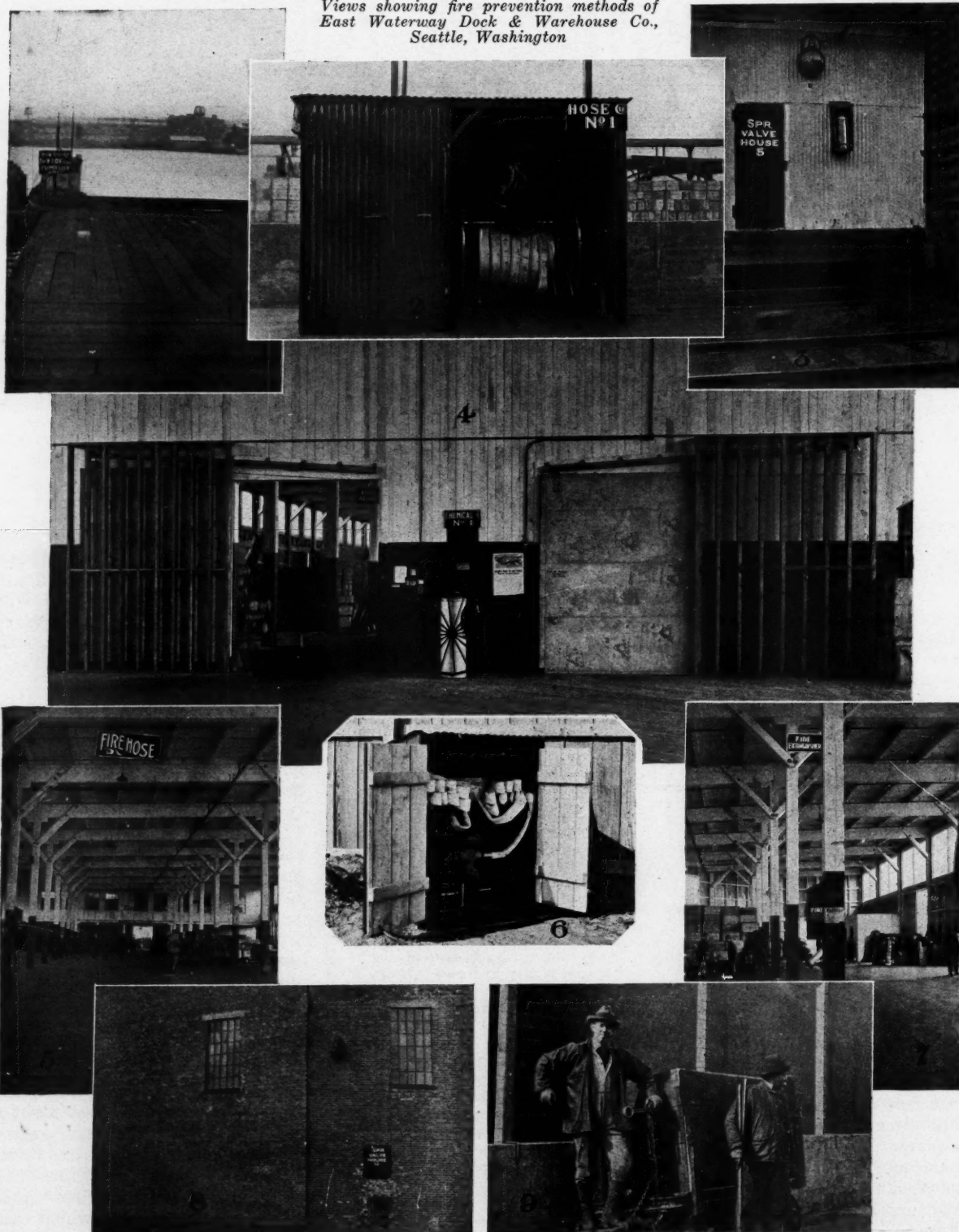
The roofs are of composition tar and gravel on T & G on 6x12 inch purlins, five feet on center except six feet on center in warehouse number 3, on 12x24 inch girders twenty feet on center supported by 12x12 inch posts. Tar and gravel roof on two-inch T. & G. ventilators rise seven feet above main roof and have corrugated iron sides and louvres. The walls are corrugated iron clad on substantial skeleton wood frame with 4x6 inch studing. The floors are 3x12 inch single plank flooring on 6x12 inch joists three feet centers.

Doors Closed Nightly

We see to it that our warehouse doors are closed tight at night so that sparks flying from engines switching into our terminal to pull cars cannot get into warehouses. There are numerous fires caused from just this thing, which could be avoided if proper precautions were taken.

A daily practice is made of seeing that fire doors are not being blocked. The construction of this guard is made with 2x6 on ends

Views showing fire prevention methods of
East Waterway Dock & Warehouse Co.,
Seattle, Washington



1. Special platform for drafting water from bay. 2. Hose company equipment outside of warehouse. 3. Sprinkler valve house and alarm gong. 4. Guarding the fire doors from becoming blocked. 5. Fire hose sign in center of warehouse. 6. "Fire equipment everywhere"—hydrants and hose located strategically throughout property. 7. Soda acid extinguishers in main aisleway, with sign above. 8. Fire wall, with sprinkler valve hose line and gong. 9. Electric tractor as a housekeeping unit—"gathering up refuse"

and makes a very good substantial guard.

Sprinklers

Our warehouses are sprinkled with dry pipe system. This system is a two-way water supply and our systems are inspected twice a day—once by our foreman pipe fitter, who is a former employee of a sprinkler company; the second inspection is made by the fire marshal. With this kind of inspection we are sure that our systems will be ready to operate properly when needed.

We have a fifty thousand gallon steel tank for supply for sprinkler systems.

There are two forty-gallon chemicals in each warehouse, manned by a company of five men. These

WISDOM SPARKS

The Brighter They Burn, the Lower Your Insurance

Educate employees on fire prevention with weekly bulletins conspicuously posted.

Co-operate with the public fire department—have firemen regularly inspect your plant.

Hold daily practice to make certain that the fire doors are never blocked.

Identify with a large sign the location of every extinguisher and every line of hose.

Have night watchmen who are young and active.

Drill employees in the use of chemical lines and other equipment.

Inspect water supply systems twice a day.

Close doors nightly to prevent ingress of sparks from switching engines.

Forbid smoking.

Remove refuse.

"At all times have good housekeeping in mind."

men are drilled to handle either chemical lines or other equipment. Among them are some ex-City of Seattle firemen. There are from eight to fifteen 3-gallon soda and acid extinguishers in each warehouse. These extinguishers are each in a box painted red. The signs on the boxes read: "FIRE—TO OPERATE TURN BOTTOM SIDE UP." There are also signs above boxes which read "FIRE EXTINGUISHER."

Locating the Hose

There is one hundred and fifty feet of two-inch hose attached to stand pipes in each section of warehouse. The sign which points to hose is hung down from the center of warehouse by wire which

(Concluded on page 51)

Your Sprinkler System

"Automatic Sprinklers Spell Safety.

"Safety Spells Continuity of Business.

"Continuity of Business Spells Profits."

By

Louis B. Magid

(President, Appalachian Corporation, New Orleans)

We contracted for the installation of a Globe Sprinkler System for economical reasons—the economy, first, of protection and continuance of our business and the safety of the commodities of the patrons who store merchandise with us. The interruption of business caused by a fire is a loss that, while not entirely irreparable, constitutes, to a large extent, a loss that is never regained; for instance, the loss of one's labor, thought and energy and time, all of which must be reinvested to recover the temporary loss of business suffered by interruption.

Other reasons for the installation of our \$65,000 sprinkler system are to be found in the increase of business with the confidence inspired by the knowledge that one's merchandise is safe when stored in our sprinklered warehouse; the safety of the lives of employees, the saving in insurance to our patrons, as well as ourselves; the comfort in mind following the knowledge we are fully protected.

Most people harbor the idea that, because they "have been in business thirty years and have never yet had a fire," some special divinity protects them. With us the idea has been that we never know when such a disaster may overtake us and that we owe it

to ourselves and patrons to provide against all forms of trouble by anticipating as much as possible the things that the experience of others have made visible and, therefore, avoidable by precaution.

Fire is essentially one of these things and the answer is automatic sprinklers. The study of statistics shows too plainly that the automatic control of fire is possible; it also shows that automatic sprinklers is the only such control known; it shows too plainly for any wise business man to overlook it that automatic sprinklers control over 93 per cent of fires occurring in sprinklered risks, and it shows that in *all* of the other 7 per cent a definite reason for failure of such control has been located in reasons *not* the fault of the sprinkler system—such as water being cut off and the system being allowed to fall into delapidation, as well as even the deliberate tampering of sprinkler systems in the case of dishonest fires.

The inspection of any building—and possibly as much, if not more so, in warehouse buildings than most others—will disclose the presence of waste rags, oils, dust and wood accumulations, paper bins. These, with the careless smoker and defective wiring, short circuits and even intense sun

rays through skylights are all incipient causes for fire—small fires! And small fires are the little acorns from which grow the tall oaks of great conflagrations.

The time that must elapse between the start of a fire and the arrival of the fire department is when the headway is made that results in disaster, and is when the fire should be fought, and, as the Globe Automatic Sprinkler Company says, "*When the fire starts the water starts.*"

One might write indefinitely of these things, one who has given this subject the thought we have, for every little thing about a big business suggests thoughts for the advancement and protection of one's business, but no one having thought can fail to learn that automatic sprinklers spell safety—safety spells continuity of business, and continuity spells profits.

The foregoing are the reasons brought to my attention by a careful study of our business interests and resulted in our prompt acceptance of an offer to install the sprinkler system which we have bought for the protection of our present warehouses and the large extensions and facilities we contemplate to meet the requirements of the warehouse necessities of the port of New Orleans.

Amazing Distribution Achievement by 100 Motor Trucks

Average Load, 10,000 Pounds
Distance Traveled, 750 Miles
Average Running Time, . . . 102 Hours

THE story of how the motor truck again saved the day is being told in the account of transporting fabric from the New England states to the rubber factories in Akron during the recent strike of railroad freight handlers.

Virtually all of the big tire companies were within a few days of the end of production when the April tie-up of freight and express took place. No immediate relief was in sight but nothing daunted the ardor of the men whose duty it was to see that materials were on hand to keep the factories running.

When it was found that there was absolutely no chance to get shipments through over the rail lines, representatives were sent to the cotton mills district with instructions to enlist all the motor trucks they could get and start them rolling towards the factories over the Lincoln Highway.

The trucks were mobilized in the vicinity of Providence, R. I., where they were sent to the various mills in that district and loaded with the fabric that had, accumulated ever since the strike had laid up the freight cars. Some fears were expressed that because the trucks were on solid tires and of five-ton capacity and loaded with five tons of fabric that they would have difficulty in negotiating the road through the Allegheny Mountains.

There was, however, no unreasonable delay in the transportation of this fabric to the factories in Akron. The trucks proceeded to New York and there followed the Lincoln Highway westward, there being only one or two detours along the road which caused a slight delay. A caravan of twenty Mack trucks carrying fabric to The Goodyear Tire & Rubber Co. made the run from Providence to Akron, a distance of 750 miles, in 102 hours running time. This is a fair average to strike for all the trucks that made this trip, although some were actually on the road over a week. The Goodyear company employed 100 trucks

to transport 1,000,000 pounds of fabric worth \$2,500,000.

The steady stream of heavy laden trucks carrying freight from the East to the West over the Lincoln Highway was met by a stream of new cars being driven from the factories in and around Cleveland and Detroit through to New York and the combined traffic of both of these streams had the effect of making several stretches of poor road almost impassable for this kind of traffic. At East Palestine, Ohio, the road was torn up to such an extent that at one time there were 200 trucks stalled until repairs could be made to move the line.

At Chambersburg, Pa., there was considerable commotion among the truck drivers when they found that a half-mile section of the Lincoln Highway just beyond McConnellsburg had been closed by

trip haul. This meant the hiring of trucks to transport for a distance of 1500 miles, the distance one way being 750 miles. When the caravans arrived in Akron they were immediately loaded with products such as rubber heels, soles, tires, tubes, cement and accessories in connection with the tire business that were destined for points in the East, including cities from New York to Boston.

Use of the trucks is being continued as long as the railroad strike is affecting shipment by freight. The success of the tire companies in having this fabric sent by motor truck over such a long distance has caused other manufacturers to adopt this method.

R. S. Wilson, manager of the truck tire department of the Goodyear Tire & Rubber Co., declares that this movement of

When rail transportation collapses the shipper must move his goods by motor truck. Read this article telling how manufacturers, confronted by a situation perhaps unprecedented in the history of American industry, placed \$2,500,000 worth of commodities on commercial vehicles and sent them from mills in New England to factories in Ohio. There has never been a better illustration of the value of good roads.

order of the contractor. The drivers and those in charge of the convoy appealed to the residents of the cities nearby and they in turn protested to the State Highway Department and prompt action opened the road once more.

Among the tire companies that took advantage of the highways to transport their fabric by motor truck were the United States Tire Company, The Firestone Tire & Rubber Company and the Miller Rubber Company. The B. F. Goodrich Company of Akron also found it necessary to have a number of trucks bring in fabric.

Each truck employed to carry fabric was loaded with 10,000 pounds at the mills and each load was insured for \$25,000, the fabric being worth \$2.50 a pound. The movement of fabric is said to be the biggest truck transportation venture from the East both in point of distance and volume of shipment. It was necessary in order to secure the trucks at Eastern points to contract for a round

fabric was the most remarkable instance of the emergency value of motor trucks that has ever occurred in this country. Several firms in New York City engaged in long-distance hauling entered fleets of ten and more trucks for the purpose of testing out the long run to Akron as a basis to strike rates and schedules in long distance haulings. The trucking proved beyond doubt that solid tired trucks could negotiate the macadam roads through the Allegheny Mountains. Heretofore very few solid tired trucks, especially with such heavy loads, attempted to negotiate the highway through the mountains but since the success of the fabric trucks hundreds of other trucks on solids are now making the run to various points along the Lincoln Highway over these mountains. Pneumatic tired trucks have been using the Lincoln Highway for the past three years, before and since the war, to transport supplies from Akron and other points through the Eastern States. It was observed by the men who came over the Lincoln Highway with these trucks that the roads were in excellent condition with the exception of one or two places where the base was not of suffi-



Along country highways and through city streets moved a distribution fleet of 100 motor trucks. The combination of urban and rural roads between Rhode Island and Ohio furnished a rigid test. The motor truck met it squarely. Read the story which begins on the opposite page

cient depth to support the heavy truck loads. Traffic had broken down the construction which was not originally intended for such heavy hauling. It was also noticeable for almost the full length of the Lincoln Highway that residents in all the towns were extremely enthusiastic over the motor truck traffic and the constant rolling of trucks and new cars over this road and through their villages.

This meant a revival of local enterprise as new places were opening to take care of the needs of the drivers and those in charge of vehicles who would stop overnight with their equipment. The leading citizens in the villages declared openly that they were appreciative of the opportunity for the new business that was being brought into their town by the cars and freighters using the Lincoln

(Concluded on page 52)



PROLONGING THE LIFE OF THE MOTOR TRUCK

The Shellhouse "Never Wear Out" System

"A motor truck should never wear completely out."

The author of that statement, R. O. Jackson, general manager of the Frank Shellhouse Fireproof Warehouse Company of Indianapolis, bases his conviction on truck performances in connection with their storage business during the past four years. During that period approximately only \$100 worth of new parts has gone into the three Gramm-Bernstein trucks which the Shellhouse company operates.

Care, system, method, in the handling of these commercial vehicles, is the answer, according to Mr. Jackson. Summarizing, in response to inquiry by *Distribution & Warehousing*, he explains:

"1. In the first place, we haul nothing but household goods.

"2. We absolutely refuse to do any work except on pavement. We do not take any overland work nor any suburban work. Thus we avoid the extreme pounding that the trucks which do that sort of work must endure. Indianapolis

has practically all asphalt pavement, and we are careful to stay on the asphalt.

"3. We are extremely careful in the selection of our lubricants. We use the highest grade Pennsylvania oil and the best greases we can buy.

"4. Our trucks are inspected daily in a general way. Our foreman has direct supervision of this work and sees that it is thoroughly done.

"5. Each week a truck inspection from top to bottom is made. Nuts, bolts and everything that can be loosened are drawn up snugly.

"6. Our radiators are drained every two weeks and washed out.

"7. Our oil is drawn every 500 miles and new oil placed in the crank case.

"8. We require our motors to be absolutely greaseless, and as clean as a ribbon at all times.

"In other words, we have our trucks treated by our men as though they were fine touring cars. Anything that is showing the least sign of wear we re-

place before it falls off. It is this minute care that causes us to believe that our trucks will never completely wear out.

"It is not, after all, a system; it is simply attention and immediate adjustment and replacement."

The Shellhouse company makes it a point to employ the right kind of men to handle its trucks, and the men have the interests of partnership in making the efficiency of those trucks. At regular intervals they are expected to polish off every part of brass in the motor mechanism. The motors are constantly kept looking like show motors. And in going through that process of beautifying the men are fixing and renewing the parts which require attention.

"The measure of service rendered by a truck is in ratio to the measure of attention which it is given," to quote Mr. Jackson. "It is not the usage of a truck that finally puts it on the junk pile as much as the inattention which is award-

(Concluded on page 52)

Think:**Talk:****Act:**

Motor Truck Transportation

The commercial vehicle has been the salvation of American industry during the present railroad crisis. It has never before played a role so important in distribution and warehousing.

THE period of the nation's transportation setback has been the motor truck's era of usefulness and expansion to an extent unprecedented in the history of American industry. With labor disturbances, money restrictions, embargoes, freight congestion and other adverse developments threatening paralysis of the rail arteries, the motor truck has been jumping into the breach, sustaining the life of commerce, averting interruption of production, handling the raw and finished goods when the common carriers failed to move. The future is bright for the motor truck, and no one is in a better position to-day to realize it than the man who is engaged in distribution. He has observed what the truck has achieved during the country's transportation crisis; he has read that in financial quarters the truck is looked upon as something essential, something which should not be subjected to loan restriction as is the passenger automobile, which stands high in the list of luxuries.

The attitude of business interests toward the motor truck has been illustrated in many significant ways in recent weeks. Whereas the Federal Reserve Banks have curtailed credits for the manufacturing and buying of passenger cars, trucks have not suffered any such necessary discrimination. At Washington, the Interstate Commerce Commission looks upon the truck as among the most important essentials in connection with priority arrangements for the movement of goods by rail. At Washington, too, the Government has through the Council of National Defense turned to the truck branch of the automotive industries in its search for relief to meet the demands of shippers. Ques-

tionnaires sent out by the Council have disclosed that approximately 700,000 privately-owned trucks would be available, supplemented by 45,000 owned by the Government, for mobilization at terminals and elsewhere should rail transportation collapse entirely. At Washington, also, the Federal Highway Council, calling attention to neglect of plans for good roads, says in a recent bulletin to its members:

"It is absolutely necessary that motor truck transportation be organized at every possible point and as much freight as possible be sent over the highways. The motor truck is destined to play an important part even though the congestion is promptly relieved, because of the high advances which it will probably be necessary to make in both freight and express rates. The express companies are now asking for from 10 to 25 per cent increase in rates at hearings just started in New York by the Interstate Commerce Commission. The Railroad Labor Board sitting in Chicago are being asked to pass on a billion dollar increase. Already a billion dollar increase was granted since the beginning of the war. The railroads are in absolute need of equipment amounting to over a billion dollars, all of which necessitates greatly advanced freight and express rates to such an extent that much traffic not heretofore found on the highways will be immediately handled by the motor truck."

A conservative estimate of the value of goods tied up in transit for weeks is \$100,000,000. Moreover, hundreds of millions of dollars worth of goods have been held in warehouses because freight cars could not be obtained to get them over the rails to destination.

The importance, on the part of

the manufacturer, of maintaining large stocks of products in warehouses has never been better illustrated than during the present transportation crisis. The shipper who was unable to move goods from the factory was forced to suffer business losses as compared with the shipper whose leased warehouse space in various parts of the country was crammed with his wares. As an example, the Keystone Steel & Wire Co., Peoria, Ill., was able to make only isolated shipments from its plant. Notwithstanding this, its shipments from warehouses continued about normal. The Keystone people had large stocks on hand in warehouses and the "business as usual" sign was figuratively conspicuous at all times, this business restricted only to the extent that movement was retarded locally in the vicinity of the various warehouses.

The Keystone method furnishes a thought to the shipper who is fond of looking ahead; large stocks constantly on hand in warehouses in all territories reduces the liability of loss from transportation crises.

In the automotive industry the motor truck has been its own salvation. Reports received from Class Journal correspondents in Detroit, Indianapolis, Akron, Milwaukee, Cleveland, Philadelphia, Cincinnati and other centers show that the truck saved the day for the manufacturers. Automobile and truck makers were able to keep their factories in operation only because the truck stood up in the emergency and brought the necessary raw products from New England mills and from other points of source. Great fleets of trucks were kept constantly moving; and when the raw products had been delivered

(Concluded on page 54)

Proposed Rate Advances from East to Pacific Coast Would

1. Increase Distribution Costs 2. Diminish Warehouse Stocks

Shippers along Atlantic seaboard are considering advisability of sending commodities by water through Panama Canal rather than pay suggested freight increases. Manufacturers enter protests at I. C. C. hearings. Storage industry in west-of-Mississippi territory would lose merchandise distribution business

NEW YORK, May 8.

THE Interstate Commerce Commission's first hearings on the proposed advances in railroad freight rates on automotive, agricultural and numerous other products from points east of the Mississippi to the Pacific Coast brought into the Commission's records a large amount of testimony, together with voluminous figures, in protest against the increases sought by the roads. The situation is of interest both to the manufacturers, who are confronted with bigger freight bills, and to the west-of-Mississippi warehouse industry, which is faced with the possibility of losing distribution business if rate increases force shippers to seek a more economic method of moving goods—by water through the Panama Canal to Pacific Coast points.

Shippers and storers of agricultural implements, hand implements, agricultural implement parts, ammunition, bags and bagging, cotton bags, canned goods, drugs, medicines, chemicals, glassware, bottles, fruit jars, iron and brass beds, iron and steel bars and bands and rods, rough castings, cast and wrought iron pipe, wires and nails, linseed oil, passenger and freight automobiles, musical instruments and certain poultry foods, are the business interests whose distributing costs and warehousing volume would be respectively increased and diminished should the rate advances asked be allowed to go into effect. The New York hearings are followed by others in Chicago, Spokane and San Francisco.

Citing automobiles and motor trucks as an illustration, it is purposed to cancel the commodity rates and apply class rates, and the same with musical instruments, drugs, medicines and chemicals. In the case of the automotive products, the effect would be to increase freight rates on cars from

\$4.625 per 100 lb. from New York to the Pacific Coast to \$4.90, and would result also in the following tariff advances: from New York to Reno, from \$4.375 to \$4.65; from New York to Spokane, from \$4.375 to \$4.65; from New York to Salt Lake City, from \$4.25 to \$4.405, per 100 lb. There would be proportionate increases in rates from Chicago and other points east of the Mississippi to the western cities mentioned. There would be corresponding advances in rates on other commodities mentioned; for example, as follows on wire and nails:

GROUP	SALT LAKE		RENO-PHOENIX		SPOKANE		CALIF. COAST		N. PAC. COAST	
	Pres.	Pro.	Pres.	Pro.	Pres.	Pro.	Pres.	Pro.	Pres.	Pro.
A	137.5	147.5	137.5	147.5	137.5	147.5	137.5	147.5	137.5	147.5
B	125	129.5	125	133	125	133	125	135	125	135
C	119	120.5	119	124	119	124	119	128	119	128
D	1.025	102.5	112.5	107.5	112.5	107.5	112.5	112.5	112.5	112.5
E	1.065	96.5	106.5	101.5	112.5	107.5	106.5	106.5	112.5	112.5
F	90	82.5	94	88	94	88	94	94	94	94

Canned goods is another example, as follows:

GROUP	SALT LAKE		RENO-PHOENIX		SPOKANE		CALIF. COAST		N. PAC. COAST	
	Pres.	Pro.	Pres.	Pro.	Pres.	Pro.	Pres.	Pro.	Pres.	Pro.
A	137.5	158	137.5	159	137.5	159	137.5	160	137.5	160
B	125	140	125	144	125	144	125	148	125	148
C	119	131	119	136	119	136	119	141	119	141
D	112.5	113	112.5	119	112.5	119	112.5	125	112.5	125
E	106.5	90	106.5	99	106.5	99	106.5	106.5	106.5	106.5
F	112.5	107	112.5	113	112.5	119	112.5	119	112.5	125

J—Reno and Spokane: Present, 94; Proposed, 85.

The proposal to increase rates was brought about by complaints on behalf of the intermediate rate territory asking that the rates at such intermediate points as Spokane and Reno be graded lower than the rates applying to terminal points, such as Seattle and San Francisco. Those complaints, however, did not have any specific proposal to make as to what the graded rates should be, and it was accordingly suggested by the Interstate Commerce Commission that a railroad rate committee work out a plan and present it to the Commission. The plan worked out was an increase in the Pacific Coast rates rather than a reduction in the rates at intermediate

points, and it is this increase against which manufacturers are protesting at the Commission's hearings.

The extent of the additional freight burden on shippers may be conjectured by a study of a résumé of the testimony presented at the New York hearings by the National Automobile Chamber of Commerce. This résumé is covered in a statement issued on behalf of the Chamber; from that statement is quoted the following:

"1. The freight bill on passenger cars and trucks shipped to the Pacific Coast territory amounts to \$15,000,000

per year, based on shipments in 1919, and the proposal to discontinue commodity rates on this traffic would add \$3,000,000 per year to this sum.

"2. To justify this the carriers' attorneys and witnesses dwelt principally on the fact that automobiles and trucks are moved on class rates generally in all other territories; to indicate 'what the traffic will bear' they also alleged that Pacific Coast dealers collect from the public more than the amount paid to the railroads for freight.

"3. We were able to show that the principle of applying commodity (Concluded on page 53)

CARTAGE INTERESTS TO CONVENE JUNE 26

National Association of Commercial Haulers is Planned—Seventeen States May Be Represented

DETROIT, May 3—Plans are rapidly nearing completion for a conference of cartage interests of the United States, to be held in Chicago, June 26 and 27. At this conference ways and means will be discussed for the purpose of forming a National Association of Commercial Haulers. About thirty State and local associations of cartage concerns will be represented at this conference. States from which representatives are expected include Michigan, Ohio, Indiana, Illinois, New York, Pennsylvania, Massachusetts, Louisiana, Iowa, Nevada, California, Colorado, Washington, Texas, Missouri, Nebraska and Wisconsin.

Delegates to the conference will attend the annual convention of the National Team and Motor Truck Owners Association, which will be held in Chicago, June 28 to 30. Plans are being made to merge the newer, progressive associations with the old association, and form a strong national business organization to be composed of commercial hauling organizations exclusively.

At the request of a large number of the newer cartage associations throughout the country, F. L. Henk, managing secretary of the Detroit Transportation Association, is making preliminary arrangements for the Chicago conference. Letters have been sent out to the various associations now in existence and a definite national policy has been outlined, as follows:

1—Establishment of a permanent national clearing house for information and ideas of benefit to all. 2—Education among members on trucking costs. 3—Creation of a scientific section for the study of problems confronting the commercial hauling industry, and to increase efficiency. 4—Protection against inimical legislation, national and State, and support of constructive legislation. 5—Placing inter-city motor transport on a sound business basis. Solution of the "return haul" problem. 6—Furthering building of roads which will withstand heavy trucking. 7—Assistance in the organization of State and local associations, thereby aiding in stabilizing the cartage industry. 8—Creating closer acquaintances, encouraging and promoting confidence and eliminating unfair business methods in the hauling industry. 9—Promotion of a sympathetic understanding between truck manufacturers and dealers and commercial haulers. 10—Striving for sympathetic public understanding in the unlimited possibilities of motor truck hauling and the problems that confront the operator.

From enthusiastic replies received by the Detroit Transportation Association, the national organization promises to be a huge success. Inquiries are solicited from commercial haulers' associations who may have been overlooked in the first call for the Chicago conference.

FOURFOLD ADVANTAGES POSSESSED BY VAN BODY BUILT FOR PADDOCK CO.

MARION, OHIO, May 5—The Paddock Transfer & Storage Co. has added to its motor truck fleet a Gramm-Bernstein with a special type of moving van truck body. Some of the features of this body are: 1—Large compartment over driver's seat for storing burlap, etc.; 2—cab inclosed with plate glass windows and ventilating metal windshield; 3—

driver's seat sufficiently wide to accommodate four persons comfortably; 4—off-set tail gate held in place with chains at the desired height to form a step or loading platform. This body was built by the Gramm-Bernstein company at its body shop and is mounted on a Gramm-Bernstein 3½-ton chassis with long wheel base.



An off-set tail gate, designed to form a step or loading platform, is a feature of unusual interest.

Address communications to F. L. Henk, 92 Fort Street, Detroit, Mich.

Independent Increases Capitalization

NEW YORK, May 1—The stockholders of the Independent Warehouses, Inc., have voted to increase the capitalization from \$500,000 to \$1,000,000. Stockholders of record were given the right to subscribe to the new stock, share for share, until May 31.

CITY PLAN OFFICIALS DISCUSS TERMINALS

CINCINNATI, May 1—What is the relation of the railroad terminal to the city plan? The Railroad Terminal Committee of the National Conference on City Planning discussed this question at its recent meeting here and outlined the following thirteen points of relationship:

1. Unified control and operation of railroads within city limits. 2. Present wasteful duplication of terminals cannot be permitted to continue. 3. Shippers should be free from dependence on one railroad. 4. All spurs should be common user, and tracks should be served by belt lines. 5. Municipal ownership of intra-city lines is unnecessary if there is unified control. 6. Provision for completing modern business facilities are

important. 7. Simplification of terminals is necessary—some lines say it costs as much to get a train out of a terminal as to haul it 250 miles on main line. 8. Whatever origin or destination, merchants should be able to receive freight at station entailing shortest haul. 9. There must be adequate freight yards. Railroad lines may be diverted around city limits so that through trains will not have to enter heart of city. 10. Rail and water terminals should be treated as a single, rather than as separate, problem. 11. Direct, wide, ample thoroughfares should lead to all terminals. 12. Elimination of all grade crossings is urged for public protection. 13. Fullest co-operation should be given cities by railroads toward improving right of way, as much damage is done to adjacent property at times.

These recommendations are to be submitted to all city, county and national officials.

Government Warehouses Purchased

MACON, GA., May 3—The Government's big warehouses and refrigerating plant at old Camp Wheeler have been purchased by the R. F. Willingham Corporation, which is developing the property, including railroad tracks, water plant and equipment, into one of the largest dry and cold storage units in the Southeast, in connection with the company's new canning plant. A town of some 600 persons has sprung up at this property.

HOUSE HEARS ATTACK ON ARMY WAREHOUSING

Use of Wartime Space for Storage of Supplies is Characterized as "Absolutely Unwarranted"

WASHINGTON, May 5—Opinion that the War Department's utilization to-day, for storage of surplus supplies, of the warehouses and piers which it built during the war is "an absolutely unwarranted and wasteful procedure," is expressed in a letter which was read at the recent hearing held by the Committee on Interstate and Foreign Commerce of the House on the bill introduced by Representative Sydney Anderson of Minnesota to empower the Interstate Commerce Commission to direct the railroads to expand warehouse facilities at some of the American ports. As explained in the April issue of *DISTRIBUTION & WAREHOUSING*, this measure (H. R. 11780) was referred to that committee for action. If enacted, it will authorize the Interstate Commerce Commission to investigate the warehousing facilities of the common carriers "at certain ports."

The letter alluding to the use of wartime storage space for supplies to-day was written by Col. Frederick B. Wells of Minneapolis, who handled the grain for the Government during the war, and was read into the records by A. L. Flinn of St. Paul, rate expert for the Minnesota Railroad and Warehouse Commission. The communication reads in part:

"Chamber of Commerce,
"Minneapolis, Minn., March 13, 1920.
"Railroad and Warehouse Commission,
"State Capitol, St. Paul, Minn.
"Gentlemen:

"My attention has been called to House file No. 11780, now being considered by Congress.

"As a result of my experience in the Army during the war, I am deeply interested in any legislation which would tend to foster the development of adequate terminal facilities at Atlantic ports. As director of storage for the Army, among other duties I was charged with the responsibility of collecting at the ports for shipment overseas all of the supplies required by the American Expeditionary Forces. The volume of tonnage moved amounted to about 50,000 carloads monthly and was distributed among practically all of the ports from Boston to New Orleans.

"Throughout our operations we were seriously embarrassed by the lack of proper terminal warehouse facilities and as a result of inadequate terminal facilities many thousand box cars were constantly in use for storage purposes, and this at a time when cars were urgently needed.

"Through my intimate connection with the distribution problem referred to above I became impressed first, with the necessity of adequate terminal facilities for the handling of export freight of all classes; secondly, with the tendency of shippers to hold freight in cars on track pending the arrival of ocean tonnage in order to avoid storage and handling charges.

"As you doubtless know, the War Department constructed at a number of the Atlantic ports and at New Orleans warehouses and piers for the handling of

Army supplies. In most instances these improvements were of a permanent nature, and when the appropriations covering the cost of construction were secured Congress was advised that it was the intent to make these facilities available for commercial use during times of peace.

"So far as I know, the facilities in question are still utilized by the War Department for the storage of surplus supplies, which, in my judgment, is an absolutely unwarranted and wasteful procedure.

"With regard to facilities required, I might say that not only should warehouses adjacent to and connecting with piers be available for the handling of all sorts of package freight, but modern elevators so located as to permit direct loading into ships are also needed at many of the Atlantic ports. If proper facilities should be provided it would still be necessary to enforce some regulation as the result of which shippers would be obliged to unload into storage all overseas freight for which ocean tonnage was not available upon the arrival at port. As before stated, there is a marked tendency on the part of shippers and ocean transportation companies to use box cars for storage purposes pending the arrival of ocean tonnage. My investigation last year led me to believe that this practice has always existed and that it has obviously led to the curtailment of the supply of box cars at times when they are most urgently needed for the movement of our crops, both for domestic and export shipment.

"I am strongly in favor of the provisions of House file No. 11780, as a result of which the Interstate Commerce Commission would be required to investigate all complaints as to inadequate terminal facilities and in event such complaints should be found warranted that the carriers should be required to furnish such facilities as prove necessary in order to permit the prompt unloading of export freight and the return of empty cars to the interior. The need of proper storage and loading facilities at our Atlantic ports is so evident to any unbiased observer that I fail to see how House file No. 11780 can meet with any opposition.

"If I can be of any assistance to you in facilitating the passage of the legislation in question, do not hesitate to advise me.

"Respectfully,

"FREDERICK B. WELLS."

Portland Warehousing Project

PORTLAND, ME., May 4—Extensive warehouse and terminal facilities for railroad and steamships are provided for in the new State pier plans. The State Commission has informally selected the Galt and Franklin wharves for the site. The Eastern Steamship Company will continue to use the Franklin wharf until the pier and warehouses have been erected, and will then have a berth and offices at the new terminal.

Rathbun Rates to Shippers

SASKATOON, SASK., CAN., May 4—W. A. Rathbun, engaged in distribution and warehousing, has issued a four-page circular containing his rates for storage and distribution of merchandise, labor, cartage, pool car handling, freight charges, stock reports, etc.

'FRISCO WAREHOUSES MUST SUSTAIN TAXES LOST BY PROHIBITION

City, Facing Revenue Deficit, Plans to Increase Cost of Licenses to Storage Interests

SAN FRANCISCO, May 7—Prohibition will hit the warehousing industry here in connection with municipal taxation, if plans under consideration by the city and county authorities of San Francisco go into effect on July 1, as is planned.

It is purposed to increase the municipal license tax to every "person, firm or corporation conducting a warehouse business, or engaged in the business of storing goods, wares or merchandise on any premises."

The present tax ranges from \$40 to \$120, depending on the amount of storage space operated and the revenue therefrom. The proposed increases are designed to make up for deficits brought about by national prohibition. The advances planned are graded as follows:

Net area 25,000 sq. ft. or less....	\$60.00
Net area 25,001 to 50,000 sq. ft..	100.00
Net area 50,001 to 75,000 sq. ft..	140.00
Net area 75,001 to 100,000 sq. ft..	175.00
Net area 100,001 to 200,000 sq. ft..	200.00
Net area 200,001 to 300,000 sq. ft..	225.00
Net area 300,001 to 400,000 sq. ft..	250.00
Net area 400,001 sq. ft. or over...	300.00

Portland a Popular Distribution Point

PORTLAND, ORE., May 4—The Edison Phonograph Co., East Orange, N. J., is planning to make Portland its northwestern distributing point, and in this connection it has arranged to use the first and second floors of a \$45,000 three-story warehouse to be erected at 13th and Everett streets.

The American Can Co. has purchased for \$85,000 a new two-story and basement concrete warehouse at East 2nd and Madison streets. The company has intended to build in Vancouver.

The Chevrolet Motor Co. of California also announces the selection of Portland as its northwestern distributing center, and will erect a \$200,000 warehouse with at least 60,000 sq. ft. of floor space.

Heavy New London Flour Storage

NEW LONDON, Conn., May 2—Twenty-five thousand tons of flour stored at the warehouses at the State pier has been testing the capacity there since it recently arrived from the Pacific Coast. Six thousand tons is consigned to the relief of the distressed people in Poland.

Freight Terminals for Macon

MACON, GA., May 5—Macon being a central distributing center for the Southeastern territory, the Central Railroad of Georgia has contracted with Swift & Co. of Chicago for erection of new freight terminals to cost more than \$300,000.

STUDY COST ACCOUNTING

"Know Your Business!"

Moving Van Design That Saves Money

Designed to carry contents of six-room apartment. Driver's seat accommodates six men. Electric dome light facilities for night loading and unloading. Water cooler in cab handy for men during long and dusty trips in Summer.



This van is 17 ft. long. It is mounted on a 3½-ton Federal. The driver's seat accommodates six men and includes a locker for lunch boxes and luggage

LONG distance haulage of household goods by motor trucks throughout the United States has been responsible for some unusual moving van designs. Of prime importance is the fact that they have been built primarily to accomplish a saving in time while the trucks are in transit and to give as much comfort as possible to the drivers and helpers. Most of these body creations are large enough to carry the contents of a five or six-room apartment, thus giving the customer better service as well as enabling the company to effect an economy in operating costs by using one truck when two smaller ones would ordinarily be needed. One furniture mover in Boston has equipped a truck with berths so that two of the men may sleep while the truck is in motion at night, thus saving hotel expenses as well as the time that would naturally be lost. The Cathcart Van & Storage Co., Atlanta, Ga., has also come to the fore as regards the popular demand for a van that will give the above economies in moving furniture long or short distances.

It has built a large van with all of the equipment necessary to accommodate the

drivers and helpers and has succeeded in giving better service to its customers as well as effecting economies in its own business. The van, which is mounted on a 3½-ton Federal, is 17 ft. long, 7 ft. wide and about 7 ft. high.

A feature of the van design is the water cooler for the use of the men. The part over the driver's seat in the cab has quite a little space where the pads are usually carried. In this space is located the water cooler, with a 6- to 8-gal. capacity. A faucet near the wall and directly over the driver's seat makes it handy for the men during a trip, especially during the hot summer months when the men are apt to be more thirsty than usual. It is manifest that this feature will prove a time saver on long and dusty trips.

The driver's seat accommodates six men and their luggage and includes a locker for lunch boxes, located under the seat at the rear and above the men when seated. The tool boxes are located at either end under the seat.

The van is built with a double wall.

The framing is of oak and hickory. The upright posts in the side walls are all ironed with heavy irons buried in the wood, thus giving an even surface for the walls to lay on. The inside walls are ceiled smooth with yellow pine, leaving a very smooth surface with no iron or bolts exposed to the loading space. The outside walls are of veisote, a composition board ½ in. thick.

Instead of tailgate, the body is equipped with a divided rear door, each section of which swings back on a line with the sides of the body. It is also equipped with two side doors that reach from top to bottom. Like the rear doors, these are divided, swinging open from the sides. They are located directly back of the driver's seat. The truck is equipped with oil sidelights and Prest-O-Lite headlights. There is an electric dome light, mounted inside on the roof to facilitate night loading and unloading.

The body weighs approximately 3800 lbs., the total weight of the body and chassis being 11,150 lbs. The body cost \$1,200.

KENTUCKY TRUCK LINES OPERATE SUCCESSFULLY

LOUISVILLE, KY., May 10—Since the completion of a central freight depot and the purchase of three large, well-established motor truck lines, the Union Transportation Line claims to be one of the best equipped highway transport organizations in the country.

Incorporated at \$100,000, this company began operations only six months ago. Its development came as a result of the public's recognition of its value as an adjunct to other transportation agencies where they exist and the fulfillment of a long-felt need where other agencies do not exist.

The company, when founded, planned to establish seven main and forty-seven secondary routes, covering 136 towns, all within a radius of seventy-five miles of

Louisville. Five of these main routes are now in operation. The company owns more than twenty trucks, which carry to the small inland towns all the merchandise made, distributed, or sold in Louisville and bring back to the city merchants livestock, grain, green groceries, and all other farm products. Trucks leave the Louisville depot twice daily. This service has been the means of saving shippers money by decreasing the time of delivery. In addition to time service, the company gives a door-to-door service, something that is not done by any carrier other than express.

The Shellhouse Bonus System

INDIANAPOLIS, May 7—An interesting bonus system is in operation at the plant of the Frank Shellhouse Fireproof Warehouse Company. A certain amount of money is set aside each month

to take care of the loss, if any, resulting from damage to goods while in the company's care, either in moving or in storing. After the value of the loss has been subtracted from the monthly amount, the balance is divided among the employees. There have been months when the entire amount set aside has been distributed among the men. Through this system the employees have a special incentive to avoid damaging goods.

"Ship-by-Truck" Scholarship

PHILADELPHIA, May 3—Philadelphia boys and girls will have the opportunity of winning a free scholarship at any university in the United States by writing the best essay on "Ship-by-Truck—Good Roads." The contest was announced at a meeting of the executive committee of the ship-by-truck movement here.

SHIPPERS' WAREHOUSE PLANNED FOR PUEBLO

PUEBLO, COLO., May 7—The Colorado Warehouse Company has purchased trackage property, taken over the Colorado Transfer Company, and announces it will erect a fireproof bonded warehouse in which space and service will be sold to shippers to Southern Colorado and Arkansas Valley points.

Plans call for a modern structure 80 by 180 feet, four stories and basement, with an addition for cold storage during the coming winter.

The company is capitalized for \$250,000, par value of shares \$100. Half of this stock is being offered to shippers and manufacturers who do business in the territory to be served.

The management will be in the hands of men long identified with the warehouse and transfer business, including: President, C. M. Clutter, Colorado Transfer Co.; vice-president, W. T. Mathis, Colorado Motor Car Co.; secretary, R. C. Knight, Knight-Foster Lumber Co.; treasurer, E. I. Crockett, a real estate man; attorney, H. P. Vories.

High Rates Drive Away Trade

PORTLAND, ORE., May 11—Portland egg dealers, rather than pay the high tariffs which they claim is charged by Portland's cold storage warehousing interests, are shipping their eggs to Seattle for storage there during the summer. In the fall the eggs will be withdrawn and reshipped to Portland for sale.

Portland rates, according to the dealers, are thirty cents a month for the first 100 cases, twenty cents for the first month on all over 100 cases, and twelve and a half cents a case for each month after the first month. In Seattle the charge is declared to be a flat rate of fifty-five cents a case for entire season.

CITY PROVIDES SPACE IN PUBLIC BUILDINGS

PITTSBURGH, May 1—Residents of this city who moved beginning to-day are paying from \$3.50 to \$5 for each van load of furniture or other household effects for a trip of ten blocks. A canvass of the leading storage houses shows that the average charge is to be about \$4 a block for each load.

By action of Mayor Babcock, residents who may be evicted from their homes may find storage for their effects in police stations, engine houses and other municipal buildings, which will be thrown open for that purpose. The Mayor has given instructions for a thorough canvass of municipal structures in which space may be diverted to storage.

Cotton Storage Congestion in Boston

BOSTON, May 1—New York storage facilities for cotton might be used to relieve the acute congestion of foreign cotton in this city, according to A. B. Pouch, president of the American Dock and Pouch Terminals. There is a great deal

Eliminating

WAREHOUSE FIRE HAZARDS

(Concluded from page 43)

reads "FIRE HOSE." The sign is on a board one by four feet and is very easily seen when entering warehouse.

I think it best to have 3-gallon extinguishers placed in the main aisle way on posts, inasmuch as freight is piled against walls and they are also more visible to truckers. With a chemical before them at all times they will know where to find them in case of fire.

We are also equipped with Gamewell Fire Alarm System with boxes distributed throughout our terminal with large red fire alarm signs.

Our night watchman system is above the average, being made up of young men who are very active. We also have the A. D. T. central station supervision boxes to pull at night.

With large searchlights flashing over our yards the terminal is as light as day.

For the protection of cargo on ships which are discharging our company has installed a Burwell smoke mask which, in case of fire in hold of vessel, will enable us to get to the fire at once and extinguish without much loss.

My suggestion to all warehouse owners is to co-operate with public fire departments. I have city firemen looking over our property at all times. Should we have a fire the firemen will know the nearest hydrant to lay from and will be familiar with the plant and in that way will render better service. I have found this practice to be very beneficial both to the company and fire department in general. Telephone any of your fire department officials in your city and they will be glad to inspect your plant and

become familiar with its surroundings.

Our public fire protection is as follows:

FIRST ALARM:

Fire Boat "Snoqualmie"; two Clapp Jones fire pumps, capacity each 3,000 gals. p. m. six monitors; six hose ports, 350 feet 3.5-inch hose, 800 feet 2.5-inch hose, 80-gallon chemical tank, 250 feet 1-inch hose; eight men.

Second size Met. str. motor drawn. 750 gals. p. m.; motor comb chemical and hose, 40 gal. chemical; 200 feet 1-inch hose, 1,000 feet 3.5-inch hose, 1,200 feet 2.5-inch hose, monitor, 2-inch tip; three 3.5-inch intakes, two 2.5-inch intakes; seven men.

American La France motor comb. pumper and hose; 1,000 gals. p. m., 1,200 feet 2.5-inch hose; five men.

Horse drawn third size Continental str., 600 gals. p. m. Horse drawn hose wagon, 1,100 feet 2.5-inch; six men.

H. & L. American La France motor comb truck and chemical, 40 gal. chemical; 200 feet 1-inch hose; six men.

Staff: Assistant Chief and driver; Battalion Chief and driver; total of thirty-six men on first alarm.

We have built a small dock at the south end of our dock for the fire department pumper. In case of fire and our water should be shut off we could draw water from the bay and pump into our own pipes and would make our entire system salt water, which is more effective on fire. With this platform we are assured of water at all times. We also have two fire boat connections on the dock and eighteen three-way Corey hydrants surround our terminal.

of cotton here waiting fumigation and his suggestion is to divert a few cargoes to New York. He said:

"Although the combined capacity of the fumigating plants of both Boston and New York may not be sufficient to

handle the unusual volume of foreign cotton now being received, the facilities for storing cotton in the port of New York are so extensive that 100,000 bales would not create the acute congestion existing in Boston at the present time."

GEORGIA BANKS URGED TO AID WAREHOUSEMEN

ATLANTA, GA., May 8—All the State banks in Georgia have been urged by T. R. Bennett, State Superintendent of Banks, to confer with the warehousemen in their respective cities and urge them to organize under the Lever Act so that their cotton receipts would be negotiable as Federal papers anywhere in the country. Mr. Bennett in a circular letter to the banks pointed out that uniformity in this situation would facilitate the work of his office in "auditing and encourage sufficient advances by banks." His communication to the banks read in part:

"One of the most difficult problems that banks have to deal with in Georgia today is the lack of proper commodity warehousing facilities, and while conditions in your community may be satisfactory along this line, I am sure that your good bank would be sufficiently interested to be willing to do your part to improve this condition all over the state, by helping this department to bring about reforms that will result in a system of storage warehouses so organized and conducted so that banks may feel assured that their products are properly stored and will be delivered on demand."

PROLONGING THE LIFE OF THE MOTOR TRUCK

(Concluded from page 45)

ed it. Watch your trucks as you would a pile of \$4,000. If you would see a few of the dollars slipping out of the pile and running down the hill you would immediately stop up the crack and readjust the pile. Do this same thing in watching your motor trucks and they will last."

Warehouses Planned for Norfolk

NORFOLK, VA., May 8—The Hastings Wharf & Terminal Co. has been organized with \$500,000 capital to promote additional waterfront terminal facilities, including warehouses. Among the latter is a two-story structure, 188 by 44 feet, to which three stories will be added, the existing building to be renovated so that it will be fireproof. Other five-story fireproof warehouses of about the same dimensions are contemplated.

RAILWAY EXPRESS TO KEEP RECEIPT RECORDS

NEW YORK, May 20—Announcement is made here by the American Railway Express Co. that on and after July 1 the company will keep a duplicate copy of every receipt it issues when receiving business from shippers. The duplicates will be retained by the express company for the purposes of record and reference, and will be held at the shipping office.

Shippers who have been accustomed to prepare their own receipts or who have their own forms have been requested to

make provision for supplying duplicates of such receipts to the express driver or receiving clerk who signs them.

As a matter of convenience to shippers, the regular receipt forms of the express carrier will be revised to permit their use in duplicate form.

NECROLOGY

Ralph Clark

NEW YORK, May 10—Ralph Clark, manager of the storage yard owned at Newtown, Long Island, by the S. & S. Storage Warehouse Co. of Brooklyn, died yesterday at his Brooklyn home. He was in his 42nd year.

Guy M. Freer

CHICAGO, April 29—Guy M. Freer, executive secretary of the National Industrial Traffic League, and who was for four years president of that organization, died to-night at his home here after a brief illness of pneumonia. He was formerly manager of the traffic department of the Cincinnati Chamber of Commerce and was once secretary of a coal association at Cincinnati, which was his former home.

J. W. Hyatt

NEW YORK, May 10—John Wesley Hyatt, inventor of the Hyatt roller bearing and many other devices, died of heart disease at his home in Short Hills, N. J., to-day. He was in his 83d year.

William M. Pike

PORTLAND, ME., April 29—William McLellan Pike, one of the best known warehousemen in this city, dropped dead to-day at his desk at the Galt Block warehouse of the Portland Warehouse & Transfer Co. He had been associated with the company about fourteen years, and was its treasurer and general manager.

Harley T. Proctor

NEW YORK, May 15—Harley T. Proctor, formerly identified for many years with Proctor & Gamble, soap manufacturers, died here to-day in his 73d year. His father, William Proctor, founded the soap company, of which his son, William Proctor, is a member of the board of directors. Harley T. Proctor retired about twenty-five years ago from active connection with the company's affairs.

C. H. Gurnett

CHICAGO, May 11—C. H. Gurnett, western advertising representative of The Class Journal Company, died early to-day at the Englewood Union Hospital from complications resulting from an operation for acute appendicitis undergone about a fortnight ago. He was one of the most widely known advertising men connected with the automotive industries. Mr. Gurnett was born at Ingersoll, Ont., in 1866.

DISTRIBUTION BY 100 MOTOR TRUCKS

(Concluded from page 45)

Highway. They also expressed themselves as being in favor of road improvements that would meet the demands being made by heavily loaded trucks either on solids or pneumatics.

Many new miles of concrete roadway have been constructed on the Lincoln Highway and the general condition of all roads through the mountain passes is such as to encourage long distance hauling.

Sumatran Warehousing

WASHINGTON, May 20—The Government and business interests of Sumatra are planning additional warehousing facilities for the port of Belawan, in Medan, on the East coast of Sumatra, according to a report received from A. E. Carleton, American Consul at Medan. At present there are five Government warehouses and ten privately-owned, but these are all being devoted to export trade, whereas Sumatra imports through Belawan annually approximately 280,000 tons of commodities, 8 per cent of the country's trade passing through this port. Belawan is the only Sumatran harbor where modern equipment exists.

Japanese Warehousing

WASHINGTON, May 14—Warehousing, dock and freight facilities to cost approximately \$175,000,000 during the next ten years are to be developed at Tokio in an endeavor to make the city one of the world's leading seaports, according to a report received by the Department of Commerce from the Far Eastern Division of the Bureau of Foreign and Domestic Commerce. It is hoped that construction work may be begun in 1921 and that eventually Tokio will be in a position to handle 25,000,000 tons annually.

London Warehouse Building Delayed

LONDON, ENGLAND, April 18—Shortage of steel is delaying the completion of warehouses at London's new \$22,000,000 dock, which is lying virtually idle because of this situation. Two miles of storage structures are to be erected, but the rolling mills have been unable to obtain the necessary railroad car space to forward the metal necessary for the steel sections.

Yokohama Not a Warehouse Town

WASHINGTON, May 13—Warehousing conditions in Yokohama, Japan, are insufficient to meet trade demands, according to a report received by the Department of Commerce from George H. Scidmore, American Consul General at that port. Freight piles up at the waterfront because there is little storage space to be had, with the result that shipping conditions are congested and demurrage and other losses are suffered.

INTERNATIONAL COMPANY ORGANIZES AT EL PASO

EL PASO, TEX., May 10—The International Warehouse Co., incorporated, has been organized here to engage in merchandise distribution in western Texas, New Mexico and Arizona, and plans to cater especially to manufacturers and merchants who send goods into the Republic of Mexico at El Paso as a port of entry. All kinds of merchandise will be stored and handled, with open storage and sheds for boilers, engines, machinery of all sorts and other heavy materials such as building steel, pipe, etc.

A fireproof building, 150 x 120 ft., three stories and basement, with 60,000 sq. ft. of space, is being erected, and neighboring semi-fireproof structures provide an additional 50,000. The company is prepared to make ready 400,000 sq. ft. if business warrants.

The International has trackage ample for its needs and plans to operate a transfer company in conjunction with its warehouse business, with special facilities for unloading and storing automobiles and trucks.

The warehouses will be bonded and the company will open for business about Aug. 1, its office address meanwhile being 1601 Magoffin Avenue. Zack Lamar Cobb, former customs collector, is general attorney for the company, the officers of which are: G. P. Putnam, president; C. M. Harvey, vice-president; R. H. Oliver, manager. These four are directors, together with T. B. Cunningham, J. W. Kirkpatrick and Ross E. Bryan. The capital stock is \$200,000.

FREIGHT CONGESTION AFFECTS COLUMBUS

COLUMBUS, O., May 22—The switchmen's strike has resulted in great congestion on railroads and reduced freight movement has affected the transfer business in Columbus to a large degree. Transfer concerns which have been depending largely upon railroad freight for their work have suffered a reduced volume and this has cut into profits to a considerable extent. Other transferring is good, however, and some of the companies have made up the deficiency by taking on other lines of work.

The reduction in the movement of railroad freight has affected all commodities. Foodstuffs are probably moving better than other lines, but there is a less volume, especially in canned goods and staples. Sugar is coming in better now. Agricultural implements are also coming in better than was the case several weeks ago, but the movement is still reduced.

Household goods transferring is active, as moving is going on constantly. Warehouses of this branch of the industry are about 90 to 95 per cent filled and vacant space is scarce. Rates for this class of storage have not been advanced recently. The scarcity of homes is the principal reason for the large space required for the storage of household goods.

Transfer men and concerns in Columbus are devoting more and more of their

attention to long-distance hauling and the organization of bureaus to look after this work is going forward. Return load bureaus are badly needed to make this sort of hauling profitable and these are being organized as rapidly as possible. Within a short time a great deal of the hauling from Columbus to cities and towns within a radius of 50 to 60 miles of the Buckeye Capital will be done by motor trucks, and this should serve to avert the delays occasioned by railroad transportation under present conditions.

Detroit Company Reorganizes

DETROIT, May 22—The Detroit Storage Co. announces the following reorganization: T. Y. Leonard, chairman of board of directors; A. A. Leonard, president; Joy Miller, first vice-president; Paul Faulkner, second vice-president; George D. Mavis, secretary; R. G. Day, treasurer. This personnel is virtually identical with that of the well-known Leonard Warehouses, Inc., and it is announced that the Detroit Storage Co. will be operated as a separate unit of the Leonard interests.

A SUBSCRIBER SPEAKS

"You keep right on sending us the *Distribution & Warehousing* until we say stop, all you have to do is to send us your bill and see how Dam quick you will get your check after the reminder, we need it in our BIZ, so just you let it come along your money is always ready."

Red Cross Warehouse

A warehouse of 30,000 cubic meters of storage space has been turned over to the American Red Cross by the city of Saloniki, which owns the six stone buildings comprising the property. Saloniki is the chief distributing center from which Red Cross relief in the Balkans is carried on. This sextuple warehouse is on the road between the principal railroad station and the bay, and has spur tracks to the largest highways and railroad yards and to an individual pier. The buildings were formerly occupied by the British Disposals Board, who are now evacuating them, and the Red Cross is moving in.

Cleveland Planning Warehouses

CLEVELAND, May 9—Cleveland is undergoing transportation development which will include the erection of warehouses for use by merchants and manufacturers. Identified with the \$50,000,000 Public Square union passenger station and freight houses are plans for immense new storage plants which are designed to save millions in haulage costs.

Nashville Plans Warehouse

NASHVILLE, TENN., May 2—Terminals and a warehouse, to cost \$300,000, are being planned by the trustees of the Nashville Board of Transportation.

EAST-TO-PACIFIC RATE SITUATION

(Concluded from page 47)

rates on self-propelling vehicles to Pacific Coast territory, dates from Nov. 27, 1899; that shipments in 1919 amounted to fully 31,500 carloads and contended that the use of class rates for such a long haul would be unreasonable. It was also shown that railroad officials have conceded this principle in previous cases when the traffic was of much less volume.

"4. Railroad witnesses admitted that the proposed general advance in all freight rates throughout the country will be additional to these increases; we estimate this would amount to another \$4,000,000 on Pacific Coast shipments.

Industry Ready to Aid

"5. We made it clear at the hearing that the industry is not only willing but anxious to join in a fair and equal proportion of any general increase in freight rates that is found necessary to put the railroads in shape to furnish adequate service.

"6. On technical legal grounds attorneys questioned the authority of the Interstate Commerce Commission to issue an order in this proceeding except as to discrimination to intermountain territory."

Many traffic managers representing shippers who distribute through warehouses are of the opinion that the proposed advances and changes would vitally affect the ability of those manufacturers to market their products in the west-of-Mississippi territory as against competitors whose rates and classifications would remain unaltered.

Seeking Water Rates

Already there has been a movement on the part of some Atlantic seaboard shippers who hold stocks of merchandise in west-of-Mississippi zones to prepare themselves for the eventuality that the asked-for advances will be allowed. These shippers have been obtaining figures as to costs of moving goods by water through the Panama Canal, and have even gone so far as to obtain memoranda as to dates of sailings of vessels plying between Atlantic ports and the Pacific Coast. Indications are that if the increases are granted great quantities of goods will be transported by water, and not only would the trans-continental rail carriers lose business, but the warehousing industry between the Mississippi Valley and the Pacific Coast would suffer—particularly those warehouses which have developed special facilities for the handling of automobiles and motor trucks.

LABOR AGITATIONS COSTLY IN DETROIT

Warehousemen Suffer Heavy Losses from Wrecks and Fires—"Floaters" Are Held Responsible

DETROIT, May 24—Warehouse labor conditions in Detroit have resulted in expenditure of thousands of dollars, in loss of business, and in wreck and fire losses amounting to more than \$150,000, with no present prospect of the clearing of the atmosphere.

Labor agitators who float from city to city are held responsible for the situation here. These agitators have been organizing movers into unions, according to information reaching warehousemen. But regardless of the identity of the persons behind the movement, labor has been demanding \$1 an hour for movers, helpers and drivers alike, with \$1.50 for overtime, and double pay on Sundays and holidays.

Detroit's warehousemen have considered these demands exorbitant and have refused to grant them. On the other hand, the drayman operating only one or two trucks has made the wage concessions asked; this has complicated the situation, compelling the large warehousemen not only to combat the union but to operate in competition with the small draymen for whom the movers have consented to work upon receipt of the higher pay.

The larger warehousemen, in order to do business at all, have had to obtain more or less police protection and in some instances to employ strike breakers. But in spite of the adoption of these methods, the Riverside Storage Co. and the Leonard Warehouses, Inc., has each had one of its vans overturned. The warehouse of the Shekell Bros. burned to the ground and 150 families lost their furniture. Roehl Bros. discovered a garage fire in time to avert loss of a fleet of trucks.

Confronted with all these conditions, Detroit's leading warehousemen have organized with the determination to pull together and defeat the union, regardless of cost.

Warehousemen here are inclined to send forth words of advice to men in the same industry in other cities—a warning that unless proper precautions are taken to insure safety of plants and motor truck fleets, strike agitations, influenced by "floaters," are likely to develop. In Detroit, many of the helpers and drivers have expressed a wish to get their old jobs back but declare they are kept in line by the activities of the agitators. One warehouseman is quoted as saying:

"Here is a suggestion which may tend to avert similar conditions in other cities: warehouseman should employ reliable men to act as detectives—men whose loyalty could be depended on. Give them definite instructions and scatter them among the movers when the 'floaters' and agitators appear to organize unions and spread dissatisfaction. These detectives could counteract the effect of such activities."

Wool to Boston

BOSTON, May 6—Another big load for Boston's storage warehouses, which are already more or less congested, is coming in on the British steamship Archimedes, expected to arrive June 1 from Buenos Ayres. It is believed to be carrying the largest amount of wool ever shipped from South America.

Stowed in her holds are 13,000 bales of wool, averaging more than 1000 pounds to the bale, the whole weighing approximately 6500 tons. At present market quotations the consignment is worth about \$9,750,000, but it may advance in value when it arrives.

THINK, TALK, ACT TRUCK TRANSPORTATION

(Concluded from page 46)

ered at the factories, return loads of foodstuffs and other commodities were taken on, and what the freight car could not do, the motor truck did.

There is one big outstanding lesson to be learned by shipper and warehouseman from this rail tie-up. It is this:

Think truck transportation. Talk truck transportation. Act truck transportation. As motive power, gasoline has transcended steam and electricity in the movement of distribution of commodities in recent months. And do not forget that an essential in the truck transportation movement is the good roads program.

THE HOUSEHOLD GOODS WAREHOUSE

(Concluded from page 33)

the large cities and become familiar with their methods of doing business. No up-to-date warehouseman will not gladly go to any trouble to show a brother warehouseman his system of handling business, his receipts, methods of booking orders, and, in general, all the details of handling his business. If the warehouseman in the smaller cities will only get together and organize rather than buck each other, their brother warehousemen in the larger cities will be more than glad to give them any assistance they can. By so doing may they bring the warehouse business up to the high standard which it merits.

Incorporations

Gentry Warehouse Co., Sanders, O. Capitalization, \$6,000. Incorporators, C. P. Scott, Cooper Gentry and R. B. Brown.

Paris Compress & Warehouse Co., Paris, Tex. Capitalization, \$350,000. Incorporators, J. T. Rountree, J. A. Moss and H. L. McClanahan.

WHAT'S WHAT IN NEW BUILDINGS

(Concluded from page 38)

ter panels of the general office, separating lobby's from clerk's space. Built into this counter are a series of steel cabinets and drawers for files, books, warehouse receipts, card records, blank forms, etc.

Behind the plate glass partitions of the piano room and mezzanine piano floor, the orderly and cleanly arrangement of the pianos will be visible not only to those entering the office but also to passers-by on the street. Back of the office is a modern safety vault, also visible from the street, for storage of silver, valuable bric-a-brac, etc. The massive vault door is similar to those seen in the safety deposit vaults of the best banks.

In addition to private storage rooms and sections for open storage, this warehouse is equipped with the latest type of rug vaults and trunk rooms. There are also passenger and freight elevators; the former is located just inside the piano room for the use of customers who wish to inspect the warehouse or examine their goods while in storage; the latter, of large size and with full magnetic car switch control, is most conveniently situated for the prompt and efficient handling of household goods. All rooms have solid steel doors and all floors are steam heated. The entire construction is of fireproof materials; superstructure of reinforced concrete, flat slab system, and brick enclosing walls.

RECEIPTS TAKEN UP IN KANSAS CITY

KANSAS CITY, MO., May 22—Merchandise moved out of Kansas City warehouses rapidly during the switchmen's strike, reducing holdings to about sixty per cent of capacity. Goods held up in Kansas City yards or in transit have been moving into the warehouses the past few weeks, until this merchandise is virtually all out of cars now. Had the shipments come along without interruption, there would have been serious space shortage, as demand was far beyond available space when the strike started. The movement around the first of June into warehouses is slightly more than offsetting the outgo.

There is no indication yet of any diminution in the demand for merchandise, viewing the movement to jobbers and retailers out of Kansas City warehouses. Some kinds of merchandise have moved slowly out of storage, but in most cases these are staples that are said to be sure to move with more seasonable weather, for agricultural purposes.

The distinct feature of the merchandise warehouse situation in Kansas City now is the fact that nearly all the negotiable warehouse receipts have been taken up, the calling of loans, and the requirement of settlement of obligations at maturity, having cleared the market of this paper.

CALIFORNIA TO ADOPT FEDERAL GRAIN ACT

Statute Becomes Operative June 30
—Special Form of Warehouse
Receipt Agreed Upon

SAN FRANCISCO, May 12—H. K. Holman, Jr., federal investigator in warehousing, has been in San Francisco inspecting grain warehouses and advising parties who contemplate becoming members of the federal warehousing system under the United State warehouse act.

Conflict with the California weighmaster act has been removed as a result of conferences between Mr. Holman and Charles C. Johnson, State Superintendent of Weights and Measures, by providing a special form of warehouse receipt which virtually places the seal of the State on the correctness of the weight of the commodity.

It was pointed out here that the act will be of especial benefit to the barley men of the northern part of California and the cotton men of the South.

"The added reliability given to the weights appearing on the receipts issued by the warehousemen in the State of California," said Holman, "should give this receipt additional prestige in the money market."

Difficulties over the absence of standards in grading barley for the purposes of warehouse receipts have been tentatively overcome by the proposal to adopt a temporary standard.

At a meeting of warehousemen here recently the discussion centered on the warehousing of barley. The idea prevailed that it would be difficult to comply with the provisions of the act on account of there being no federal or local standards for ascertaining the grade of barley. In California barley is bought and sold by sample, but Holman announced that the Bureau of Markets was authorized to adopt a standard for the purpose of warehousing and that this doubtless will be done at once.

Such a standard would serve to indicate on the receipt the approximate quality of the barley and would be superseded by better standards as soon as they were prescribed and promulgated under the grain standards act.

The act becomes operative in California June 30, when the affairs of the United States Grain Corporation are terminated.

Warehouse Streets Congested

BOSTON, May 1—With the warehouses congested and so much trouble

getting in and out as well as taking prospective customers from one warehouse to another, thirty prominent wool merchants attended a hearing before the Street Commission recently and appealed for dispensation permitting them parking privileges of their machines in the wool district. After the case had been told by the various speakers, John J. O'Callaghan, chairman, said the question would be referred to the City Law Department. Lieut. Hoppe of the traffic squad had directed his men to tag all machines that had been parked longer than twenty minutes.

Truck Contest Starts June 14

OMAHA, Neb., May 7—What will be perhaps the greatest contest in the history of the motor truck—the first national motor truck reliability contest—will start here on June 14. The roads in June will be probably in their best condition and the days will be longest, accounting for the selection of this par-

THE VOCATIONAL PAPER IN RELATION TO ECONOMY AND GOOD BUSINESS

HERE is what L. A. Downey, vice president and general manager of the Fast Freight Forwarding Co., Inc., Buffalo, N. Y., writes to DISTRIBUTION & WAREHOUSING:

"Your magazine stands in a class by itself. It has pioneered and done a great work in standardizing warehousemen's charges and services. It gives to each and every one engaged in any part of transportation business, of storing and handling merchandise, a source at all times open to them to obtain the most valuable information with only a trifle of expense; and I hope you will impress upon your subscribers who are engaged in that line of work that they had better, from an economical standpoint as well as a good business standpoint, avail themselves of this wonderful fountain of information rather than act first unthoughtfully or regardlessly and pay the heavy total of loss of confidence bestowed upon them by the large manufacturers and forwarders, or run themselves liable for heavy financial loss and in many cases loss of life by the careless operation of motor vehicles and appliances."

ticular time for the run. Entries close on May 22.

Fisher Truck Fleet Numbers 27

GREENSBURG, Pa., May 3.—The Fisher Storage & Transfer Co., of this city, is now operating twenty-seven five-ton trucks over long distance routes. Recently two of the company's trucks hauled 40,000 pounds of goods from Greensburg to New York and other big loads from Greensburg to Philadelphia.

In connection with the Fisher Motor Express, also operated by Theodore Fisher and associates, regular service is now in operation between Uniontown, Brownsville and other points. For some time the Fisher trucks have been making trips between Pittsburgh and Wheeling. Since the railroad strike the service between Greensburg and Pittsburgh has been considerably developed.

California Distributors

OAKLAND, CAL., May 11—The Drayage Service Corp. has organized to do distribution in this territory. The Austin Freight and Transportation Co. has been taken over.

CAR DISTRIBUTORS LEASE OWN WAREHOUSE

Consider St. Louis Storage Prices
Too High and Organize the
Industrial Warehouse Co.

ST. LOUIS, May 10—St. Louis distributors of passenger cars and trucks have "beaten" the high price of warehouse space by leasing the immense warehouse of the St. Louis Cotton Compress Co. at East St. Louis. The warehouse is 400 ft. square and has a basement that makes the space available about 320,000 sq. ft.

The organization is known as the Industrial Warehouse Co., and has a capital stock of \$25,000. A general warehouse business will be conducted, as more space will be available than will be required for the storage of motor cars. The building is served by the Terminal Railroad Association, which connects with most of the railroads entering the St. Louis gateway and the Mobile & Ohio

railroad. It is accessible so that cars may be moved into St. Louis on their own power.

The president of the company is P. H. Brockman, De Luxe Automobile Co., and the vice-president, George Weber, Weber Implement and Automobile Co., who hold similar positions with the St. Louis Automobile Manufacturers and Dealers Association. J. James MacGregor, Cadillac Automobile Co. of Missouri, is secretary and treasurer.

The directors are Joseph A. Schlecht, James E. Newall, R. C. Frampton, S. W. Ramsey, and the other stockholders are H. G. Hurd, J. D. Perry Lewis, Frank A. Martin, F. C. Meyer, L. H. Amrine, H. L. Scure and H. Claude Merry, all distributors.

Banishing the Horse

EASTON, PA., May 3—After more than two years of constant effort on the part of the Board of Trade and shippers generally, the final steps have been taken to motorize the American Railway Express in Easton. W. W. Pendleton, associate superintendent of the company, announced that, effective today, two trucks, of two tons capacity each, began making deliveries in this city and its outskirts. Three more trucks of the same size will be put into service in a few days. Seventeen horse-drawn vehicles have been used in the past, with one for night deliveries. Gradually, as the new trucks are put into commission, the horses and wagons will be withdrawn from service. There is some difficulty at present in the corporation's obtaining a suitable terminal.

TRUCK ASSOCIATION FORMED IN INDIANA

Shippers, Warehousemen, Receivers,
Support Plans, Which Include
Return Loads System.

INDIANAPOLIS, IND., May 1—Growing from the membership of the Indiana Transfer and Warehousemen's Association, and directed in a large way by the men of that transfer body, the Indiana Highway Transport Association has been formed, with headquarters in the Chamber of Commerce building, Indianapolis, and with a terminal and offices in the old Cincinnati, Indianapolis & Western Railroad depot, six blocks from the business center of Indianapolis.

The purpose of the organization of this body is to perfect motor truck transportation in Indiana. The originators of the idea are the large truck owners, and the big and little shippers of Indiana, who saw recently the crisis brought about with the refusal to work of the outlaw switchmen.

It was that crisis which set the business men of Indianapolis to thinking deeply about the motor truck as a carrier, with the scarcity of food, and with factories shutting down because of a shortage of fuel or materials.

This crisis showed to many conservatives in Indiana—conservatives who were in some way or other retarding the development of the motor truck as a carrier—that after all the truck and the highways were the means to solve difficulties in the pinch.

The forces interested in the development of the motor truck were called to a conference and money obtained to secure the abandoned C., I. & W. freight station as a terminal for goods coming in and out of Indianapolis, the heart of a system of motor truck transportation which, it is believed, will eventually go down every thoroughfare in Indiana.

The C., I. & W. freight station is a building 40 by 100 feet, with a loading platform of 2,500 square feet, with ample space for right administrative offices. This depot is now the center of a series of motor truck lines running in every way from Indianapolis.

The organization is directed by a president, a vice-president, a secretary and treasurer and fifteen directors from the following industries: Four from the Indianapolis Transfer Association, two from the Indiana Transfer and Warehousemen's Association, two from the Indianapolis wholesale shippers and one each from the truck tire industry, motor truck industry, oil industry, the Indiana Federation of Farmers, Purdue University, the American Association of Engineers, and the agricultural implement dealers.

The president is Roy Adams, Indianapolis; vice-president, Lewis Taylor, secretary of the Indiana Transfer and Warehousemen's Association; secretary, Tom Snyder, secretary of the Indiana Transfer and Warehousemen's Association; treasurer, C. W. Abrahams, Indianapolis.

The directors are Frank Shellhouse, of

the Frank Shellhouse Fireproof Warehouse Co., Indianapolis; W. S. Frye, Indianapolis; H. H. Chambers, Indianapolis; B. F. Bartlett, Huntington; W. G. Kreis, Indianapolis; C. Earl Armstrong, treasurer of the Armstrong Transfer & Trucking Co., Indianapolis; Prof. C. C. Albright, Purdue University, Lafayette; Fred Wilkening, Indianapolis; T. W. Hayes, Indianapolis; John G. Brown, president Indiana Federation of Farmers, Monon; and R. H. Muench, Indianapolis.

In the establishment of rates, the high mark has been made. In fact, shippers have said the rates insisted upon by the truck owners, who worked out costs from actual cost accounting, are too high. Some shippers, however, say the rates with the additional service given are fair enough for the opening.

However, the rates established are such that the truck owner is sure to make a success of his transportation business, for it has been proved that such transportation agencies which started with too low a rate failed and the service was lost. However, it is admitted that the rates established are the maximum and that with better organization, better roads, and with return loads available there is every reason to believe that these tariffs may be reduced. The rates from and to Indianapolis as established are:

Formula.	Handling Charge Per Cent Per Mile.	Terminal Charge.
One to ten miles...	3 cents	12 cents
Ten to 25 miles....	2 cents	12 cents
25 to 50 miles....	1½ cents	12 cents
More than 50 miles	1½ cents	12 cents

The minimum shipment charge will be 75 cents. Household goods and articles classified higher than first class in the official classification (steam road) will be charged for at double the rates named.

The Indianapolis depot and the trucks running therefrom will serve a territory with a radius of fifty miles. Similar services will be established in other Indiana centers, with smaller territories, all co-ordinating into one big system. This service, it is planned, will be brought home to the people with an educational campaign on motor truck transportation, so that every person interested or benefited will get back of the movement for a motor truck transportation system.

A statistical department will be part of the establishment, where definite records will be kept on tonnage hauled, the truck unit used, the distance covered, operating costs, road conditions, distribution problems commodities classified, all for the benefit of the highway transportation interests seeking such data, especially for other associations seeking to organize similar work.

Shipments will be fully insured for protection of shippers and receivers, the rate of 5 cents per 100 miles being included in the handling charge costs.

A weekly bulletin will be circulated throughout Indiana giving latest information on highway transportation and development—a newsy bulletin which will be instructive as well as inspirational.

1920 TRAILER SALES EXCEED 1919 RECORD

NEW YORK, May 1—As many trailers were manufactured and sold during the first three months this year as during the whole of last year. The production would have been greater if the manufacturers could have secured deliveries of parts and materials and been able to ship the finished trailers. Demand for trailers has increased during the past six months, and a steadily increasing volume is anticipated by the manufacturers.

During a 3,000-mile trip among the factories from New Hampshire and Massachusetts to Illinois and Wisconsin, H. W. Perry, general manager, and H. C. Fruehauf, vice-president of the Trailer Manufacturers' Association, found great activity in the industry and a general feeling of optimism. A number of companies have just reorganized, with new and additional capital; several have moved into new and enlarged factories, others are building new plants, while still others have factories or additions projected for construction this year. Some new companies are also entering the field with plans for considerable production.

The factories are behind on orders from four to six weeks and in some cases from \$200,000 to \$300,000, because of inability to secure deliveries of axles, springs, bearings, castings, forgings and even bolts and other small hardware. Severe winter storms, freight embargoes and the recent railroad strike have prevented or greatly interfered with shipments of finished trailers during the winter and early spring. Despite these handicaps, shipments have increased each month, and as shipping reapproaches normal the production will rise proportionately.

Buying is distributed all over the country and in foreign lands. Most of the companies report numerous export sales to Europe, South America, Africa and the East Indies.

Warehousing Developments in New York

NEW YORK, May 1—What is declared will be the world's largest freight terminal is being developed by the Lehigh Valley Harbor Terminal Company, identified with the Lehigh Valley Terminal Railway Company. The project, to be known as the Claremont Terminal, will cost many millions of dollars, and will cover 550 acres, with dock space six miles in length, adjacent to Upper New York Bay. Warehouses will include a two-story steel and concrete structure 800 feet long and 100 wide, having railroad trackage on either side and equipped with gantry cranes.

The New York Central Railroad is planning a huge freight terminal just north of Weehawken, N. J., to cost several million dollars.

The two developments are expected to cut down handling costs material at the port of New York.

OFFICIAL ADVICE ON SHIPMENTS TO MEXICO

Commercial Attaché's Suggestions Regarding Routing of Clothing to Points South of Border

WASHINGTON, May 1—Central West manufacturers, forwarders and warehousemen who are sending shipments of ready made clothing into interior Mexico will find it most convenient to route them by rail via Laredo, Tex., consigned to some customs house broker at the border, according to advice received by the Department of Commerce from Edward F. Freely, United States commercial attaché in Mexico. Mr. Freely adds:

"I goods are destined for a seaport city, it would be advisable to have shipment made by steamer from New York for points on the east coast of Mexico, and from San Francisco for points on the west coast. In shipping by the all-rail route it is well to remember that no through bills of lading are being issued, and that it is necessary to transship at the border if shipments are less than carload lots. Carload lots may be handled over the Mexican railways in the original cars, provided that the shipper gives bond amounting to about \$2,000 for the safe return of the car, with an added charge of \$0.75 per day for demurrage, to be computed from the date of release of car at destination. Prices should be quoted f.o.b. factory if shipment is to be made by rail, and if by steamer, f.o.b. port of embarkation. In the latter case it would be preferable to quote prices c.i.f. Vera Cruz or Tampico, although importers are not insistent on this point.

"Importers in Mexico in ordering always give specific directions as to how the goods should be packed, instructions varying according to the destination and the means of communication. As a rule the weight and size of cases may be the same as those used for domestic shipments in the United States, except that all containers should be lined with waterproof paper. Terms of payment also are usually the same as those quoted to retailers in the States. The use of acceptances by many importers in Mexico City is quite general, inasmuch as almost all importers carry accounts with New York banks.

"It is, of course, necessary for the manufacturer to have his trade-mark registered in Mexico before undertaking to sell goods in that market and, according to the Mexican law, the first person registering a trade-mark has the ownership of it."

A "Run" on Harrisburg Storage

HARRISBURG, PA., May 3—The railroad strike, the beginning of spring weather and other contingencies have caused a big run on warehouses in this city. Fred L. Morgenthaler, a member of the firm conducting the Montgomery warehouses, says this situation has existed about two weeks. Motor car dealers who have had new cars stored in warehouses have withdrawn many.

Mr. Morgenthaler says that stored

flour, canned goods and other foodstuffs that ordinarily would remain in storage for several months to meet the demand also have been withdrawn. No sugar, he adds, has been taken out of storage in his warehouses for almost two years.

Minnesotans Elect Mr. Morse as President for Tenth Term

MINNEAPOLIS, May 1—The Minnesota Warehousemen's Association at its annual meeting recently elected W. W. Morse, president of the Security Warehouse Co. of Minneapolis, president for his tenth consecutive term. N. R. Frost of the Ballard Fireproof & Storage Co. of St. Paul was re-elected vice-president, and H. L. Halverson of the Boyd Transfer & Storage Co. of Minneapolis was re-elected treasurer. George A. Rhame was continued as secretary.

During the past year attendance at the monthly meetings has almost doubled. L. B. Kellar of the Booth Cold Storage Co. of Minneapolis, chairman of the cold storage section, reported that several meetings of that division had been held and that much good had been accomplished.

\$500,000 DAILY LOSS DUE TO POOR PACKING

MADISON, WIS., May 5—Announcement of a practical training course in boxing and crating is made by the Forest Products Laboratory, a Government institution of industrial research conducted here by the United States Forest Service. Shippers and warehousemen interested in enrolling representatives should communicate at once with the Laboratory director. Starting July, the course will be given monthly. It consists of one week's instruction in boxing and crating under a staff of competent specialists. To cover cost of conducting the course a co-operating fee of \$75 a man is charged.

Instruction will relate to types of boxes; necessity of adequate nailing; effect of using one, two and three-piece ends, sides, top and bottom; effect of using wet lumber; strapping methods and efficiency; lumber grades; box and crate defects; fiber board and wire-bound boxes; crate construction, and selection and identification of woods. Special attention will be given to specific problems of the men enrolled.

Laboratory experts estimate that the economic loss in shipping in the United States due to poor packing, inferior containers, unnecessary first cost, etc., is conservatively not less than \$500,000 daily for all classes of domestic and foreign shipments.

Shippers Ask More Space

PORTLAND, Ore., May 1—A number of Portland's largest shippers of commodities have petitioned the Southern Pacific Railway Company to build a larger freight station in Portland. Congestion at the present building is delaying the movement of goods, according to the petitioners.

WOULD DISCOURAGE RAILROAD WAREHOUSING

CHICAGO, May 13.—The National Industrial Traffic League car demurrage and storage committee's recommendations with respect to the rates of storage as submitted to the American Railroad Association are published in full in the proceedings, now issued, of the N. I. T. L. meeting at St. Louis in March. The association adopted the committee's report, which reads:

"That the rate of storage should not exceed—

1c. per hundred pounds, (or 20c. per ton) per day, for the first 15 days.

2c. per hundred pounds, (or 40c. per ton) for each day thereafter.

Minimum charge 25 cents.

"This would make a storage rate of \$9 per ton for the first month, with a minimum charge of twenty-five cents. The chairman explained while this rate is somewhat higher than that of the average commercial warehouse, it is quite proper for the reason that the carrier does not hold itself out as a public warehouseman, the warehousing of freight by a railroad being incidental to transporting freight, and the storage rates should be sufficiently high to discourage storage in railroad warehouses, thus preventing congested warehouses and freight stations of the carriers."

Cathcart Eliminates "Transfer"

ATLANTA, GA., May 11—Cathcart Van & Storage Co. has been selected as the new name of the Cathcart Transfer & Storage Co. The revision was made with the thought, according to T. F. Cathcart, president and general manager, that the word "transfer" had a tendency to mislead, as the company operates vans but does not do a transfer business.

The company has recently taken over a new building, 50 by 120 ft., four floors, for storage purposes. This makes three Cathcart warehouses in as many locations in Atlanta.

TOLEDO TERMINAL CO. REBUILDS WAREHOUSE

TOLEDO, OHIO, May 4—The Toledo Terminal Warehouse Co. has completed rebuilding the part of its Lagrange Street warehouse which was damaged on Jan. 18 by fire in quarters leased by one of its tenants. The property loss at that time was \$300,000, which F. C. Hackett, president, states was full covered by insurance. The damaged contents were sold as salvage.

During the rebuilding the company maintained temporary offices with the General Fireproof & Storage Co. The Terminal officers are now ready to move back into their old quarters.

Plans are in prospect, according to Mr. Hackett, for the erection of another fireproof merchandise warehouse, possibly during the present summer. High cost of materials is delaying the building of this structure.

WOOL WAREHOUSEMEN SOON TO BE REGULATED

WASHINGTON, May 17—Warehousemen licensed under the proposed United States Warehouse Act will be obliged to accept the standards for various grades of wool which the Department of Agriculture purposes to establish after a three-year inquiry. It is optional, however, with reference to others who are not federally licensed and bonded. The Bureau of Markets announced to-day that the regulations for wool warehouses will be issued within a few weeks, in a slightly modified form.

Three years of research by Government experts has brought about the establishment of uniform wool standards almost without the knowledge of wool growers, dealers and manufacturers. The initial investigation was instigated at the request of the War Department in the early days of the war. The results of this early inquiry proved, from a Governmental standpoint at least, the necessity for uniformity in wool grades. The wool branch of the Bureau of Markets under the direction of George S. Willingmyre, expert in marketing wool, conceived a plan through which would be obtained the actual views of interested parties without the true intention of the questions becoming known to the wool industry.

Representative wool producers and manufacturers throughout the country are asked to present samples and memorandum on what they considered the present commercial grades of wool. A corps of wool experts worked with this formula to determine the value of wool (1) grade; (2) shrinkage; (3) spinning properties. Regardless of quality of fiber, the following wools were termed rejections and so graded: burry; seedy; chaffy; cotted; dead; merrin; kempy; damaged; black, gray or colored; wrapped with sisal twine.

No attempt was made to use other factors in the determination of standards. The Bureau of Markets did not and will not ask for the approval of manufacturers or dealers before making these tentative standards. It is the intention to ask their criticism in order that the opinion of the trade generally may be used to advantage. Thousands of samples were submitted during the three-year investigation. The experts did not use mechanical instruments to determine the grade. Diameter of fiber was the only factor considered. Later the bureau may divide these grades into classes according to the length of staples.

Ware Company Builds

DES MOINES, IA., May 15—The first building to be completed on the new Keosanqua Boulevards is the warehouse and office building of the Ware Transfer & Storage Co. Space in the structure will equal 15,000 square feet, on three floors. A sprinkler system is to be installed. Main offices of the company will be removed to this new building as soon as the lease on the present quarters at 565 Seventh Street expires. The com-

pany will build a garage to house its fleet of motor trucks. S. C. Ware is president of the company.

Truck Line from New Orleans

NEW ORLEANS, May 6.—A motor truck freight service has been inaugurated between New Orleans and Lockport, a distance of thirty miles, the run being made in five hours under normal conditions. The operator is the White Star Line, conducted by L. P. Renton, formerly a drayman. Trucks leave New Orleans on Mondays, Wednesdays and Fridays, and returning leave Lockport on Tuesdays, Thursdays and Saturdays. The rates are somewhat lower than the rail tariffs for the same haul. En route both ways stops are made at Alma, Wagonman, Boutte, Des Alamands, Paradis, Bowie and Raceland.

QUINCY CO. OF BOSTON BUYS BATTERY WHARF

BOSTON, May 13—The Quincy Market Cold Storage Warehouse Co., which recently bought the famous Constitution Wharf here, has now begun further expansion of its business through purchase of the widely known Battery Wharf property at 377-379 Commercial Street, adjoining the Constitution unit.

The taxed value on the Battery property is \$750,000 on several brick and frame buildings, with about 199,700 sq. ft. rated at \$642,700.

It is expected that when prices of labor and materials decrease Boston will see great new warehouses erected on these two properties, which cover some ten acres of ground. Meanwhile the Quincy company plans to move its offices from the present location, 133 Commercial Street, to Constitution Wharf.

When the new warehouses are built, machinery which is most modern for labor saving will be installed.

Tuggle & Johnson Sell

CLINTON, Ill., May 5—The transfer and storage business of Tuggle & Johnson, successors to Tuggle, Johnson & Co., has been sold to Gene Owen & Co. Tuggle, Johnson & Co. was established in 1910 and has been operating two warehouses, storing both household goods and merchandise.

Warehouse Bond Issue

HOQUIAM, WASH., May 12—Citizens of Port of Grays Harbor will vote on June 26 on an \$800,000 bond issue for building warehouses and wharf and dredging the harbor.

Philadelphia Co. Builds

PHILADELPHIA, May 1—Construction has begun on the seven-story warehouse which the Miller North Broad Storage Co. is erecting in Fifty-second street. The cost will be \$200,000.

Study Cost Accounting "Know Your Business!"

FIVE NEW MEMBERS

ELECTED BY A. W. A.

PITTSBURGH, May 17—Charles L. Criss, general secretary of the American's Warehousemen's Association, announces the election of the following new members:

Binghamton Storage & Refrigerating Co., Inc., Binghamton, N. Y., affiliating with cold storage sub-division. Capitalization, \$25,000. Operates 300,000 cubic feet. W. J. Moon, president; Charles A. Ball, secretary and general manager.

Brighton Cold Storage Co., Rochester, N. Y., affiliating with cold storage sub-division. Capitalization, \$150,000. Operates 1,000,000 cubic feet. H. T. Miller, president; H. T. Booth, secretary.

Calumet Refrigerating Co., Chicago. Affiliating with cold storage sub-division. Operates 1,750,000 cubic feet gross space. Carl M. Gottfried, president; John T. Brady, secretary.

Mercer Transfer & Storage Co., Burlington, Iowa. Affiliating with merchandise sub-division. Stores and handles both merchandise and household goods. G. W. Mercer, president; G. W. Roth, secretary.

Union Warehouse & Storage Co., Wheeling, W. Va. Affiliating with merchandise sub-division. Capitalization, \$600,000. General warehousing and distribution. Partnership of B. S. Baer and J. H. Baer.

The following merchandise members have become affiliated with the household goods sub-division: D. A. Morr Transfer & Storage Co., Kansas City, Mo.; Iowa Warehouse Co., Waterloo, Iowa; Mauser Warehouse Co., Youngstown, Ohio; Merchants Transfer & Storage Co., Des Moines, Iowa; Morrow Transfer & Storage Co., Atlanta, Ga.; Rochester Carting Co., Rochester, N. Y.; Terminal Warehouse, Montreal, Can.; Union Fireproof Warehouse Co., Okron, Ohio.

New Providence Warehouse

PROVIDENCE, R. I., May 8—The Fox Point Warehouses, Inc., has been organized with capital stock amounting to \$90,000 and expects to complete in June a concrete and brick warehouse with capacity for 25,000 bales of cotton. Building will be located in the Fox Point district, will be equipped with the most modern electrical machinery for handling cotton, and the company will conduct weighing, sampling, conditioning and all other branches of the warehousing of this commodity. There will be private side rail tracks, and cotton arriving via the Merchants and Miners steamship line can be switched direct from dock to warehouse.

Joseph W. Mackenzie is president and George W. Brewster is treasurer and clerk. Mr. Mackenzie is connected with the Mackenzie & Winslow, Inc., warehouses of Fall River, Mass., and is treasurer of the Watuppa Warehouse Co. of Fall River.

The active management of the Fox Point warehouses will be conducted by Mr. Brewster.

U. S. WOULD TAKE TITLE TO ARMY WAREHOUSES

War Department Has Bill Introduced for Purchasing Sites—
Cost Would Be \$6,500,000

WASHINGTON, May 17—Demolition of Government warehouses constructed for war purposes will not be countenanced by the War Department. Secretary of War Baker has advised Congress that the abandonment of army warehouses would be preferable to salving operations. In order to maintain the warehouses and other real estate which the Government acquired during the war Representative Kahn has, at the request of Secretary Baker, introduced a bill to amend the Army Appropriation Act, approved July 11, 1919, so as to release appropriations which are required to give the United States clear title to all these properties. Estimates have been submitted showing that \$6,500,000 will be required to purchase sites of warehouses, wharves and other properties.

This amount will be needed "to acquire the lands under requisitions and agreements at prices which do not include any enhancement of value due to improvements." Secretary Baker claims the improvements made since the Government took over the projects amounted to approximately \$146,500,000. The cost of acquiring title to the lands will amount to only \$8,231,515, or less than 6 per cent of the Government's investments in improvements.

The bulk of the buildings, Secretary Baker says, are of a permanent form of construction. He points out that the loss incident to removal would not fall much short of 100 per cent, as the salving of such buildings is usually a very low percentage of their value or cost. The appropriation asked by Secretary Baker is to relieve hardships unjustly suffered by the real estate owners on twenty-one other projects in addition to those covered by the amendment of February 28, 1920. In explanation of his request Secretary Baker said:

"In some of these cases the lands were requisitioned and possession taken after service or delivery of Army Requisition notices upon the respective owners. Awards, in most, if not all cases, have been made by the War Department Board of Appraisers, and only authority to make payment is lacking in order to complete the acquisition of title.

"In other cases condemnation proceedings were instituted and possession taken under the authority of the act of July 2, 1917 (40 Stat. 241).

"In still other cases possession of property was taken under leases containing options to purchase, in which the owners were notified by the Government of the exercise of said options prior to July 11, 1919.

"Several measures have been introduced in both Houses for relief from absolute restrictions contained in act of July 11, 1919, not covered by the amendment of Feb. 28, 1920.

"None of these, if enacted into law,

would entirely protect the interests of the Government against being sacrificed."

The money would be expended in part in the following places and amounts:

For army supply base, New Orleans, \$282,000; Army supply base, Brooklyn, \$3,555,000; Army supply base, Philadelphia, \$766,937; Army supply base, Charleston, S. C., \$135,000; Army supply base, Norfolk, Va., \$337,000; Army reserve depot, New Cumberland, Pa., \$92,500; Army reserve depot, Schenectady, N. Y., \$3,000; quartermaster depot, Jeffersonville, Ind., \$225,000; quartermaster warehouse, Baltimore, \$100,000; quartermaster warehouses, Newport News, \$223,670.

STRIKE THREE! YOU'RE OUT!

NEWARK, N. J., May 14—Although New Jersey has no major league baseball team the State expects to be represented ably, and perhaps errorlessly, with emphasis on the perhaps, at Ashbury Park on either June 26 or June 27, the dates when the New York, Pennsylvania and New Jersey household goods warehousemen's associations will hold a joint summer outing.

Prexy Bostwick of the New Jersey association has challenged Prexy Wayne of the New Yorkers to a contest in diamond skill, and the dare has been accepted. As Frank J. Summers, secretary of the New Jersey storagers, remarks: "This was a nervy piece of business on the part of both worthy presidents, neither knowing when, where or how to produce a team." And he adds: "This is not to be taken as a joke; it is serious business."

On the New Jersey nine, at least, warehousemen 76 years and upwards are barred, because the announcement issued by Mr. Summers reads: "All members between the ages of 15 and 75 are eligible; experience not necessary."

No statement has been made as to what umpire is to be killed.

May Revise the A. W. A. Directory

PITTSBURGH, May 12.—Consideration is being given to the desirability of preparing a revised edition of the directory of the members of the American Warehousemen's Association.

Charles L. Criss, general secretary, has received from a number of consular officers in foreign countries requests for copies of the membership lists, for distribution among commercial interests which trade with the United States.

The present directory of the A. W. A. is several years old and accordingly somewhat obsolete.

WAREHOUSING BILLS ENACTED BY NEW YORK

ALBANY, N. Y., May 18—Important warehousing, terminal and shipping developments for New York City are foreshadowed with the signing here by Governor Smith to-day of three bills which had been favorably acted upon by the State Legislature.

One measure, designed to put teeth into the already-existing cold storage warehouse statute, brings all cold storage warehouses, public and private, including the big plants which Chicago packers the big plants which Chicago packers operate in New York, under the control of the State Council of Farms and Markets. Not only must every cold storage warehouse pay an annual license of \$25, but every article of food must bear upon it a mark showing when it enters and when it leaves warehouse, and must bear the words "cold storage." Food can remain in cold storage not longer than a year, and, once removed, it cannot be returned. Food not fit for consumption may be confiscated and destroyed. When the year of storage is up the penalty for keeping it longer is \$25 a day for the first offense and \$50 daily for subsequent offenses.

Under another bill signed, New York City's dock authorities are authorized to build a railroad terminal with warehouses and other buildings along the North (Hudson) River front, for industrial purposes. A third measure provides for the improvement of the Harlem River so it can handle large barges and ships.

Murray Hulbert, New York City's dock commissioner, who was present when the bills were signed, was quoted as saying that the projected improvements would make the metropolis second to no city in the world in terminal and port facilities.

Sioux City Co. Reorganizes

SIOUX CITY, May 1—The Rathbun Van & Storage Co. has been reorganized and its name changed to the Rathbun-Johnson Van & Storage Co. Russell M. Johnson, for ten years manager of Dougherty & Bryant Co., general warehousing, has purchased an interest in the Rathbun company and becomes secretary and treasurer. W. W. Rathbun, formerly with Bekins Van & Storage Co., becomes president and general manager of the Rathbun interests, which own a warehouse with 40,000 square feet of floor space, trackage facilities, and modern equipment, and are engaged in both household goods storage and merchandise storage distribution.

Among the motor trucks which the Rathbun company is adding is one of the largest in the West—a Gary 3½-ton chassis on which is mounted a specially-built household goods van body 23 ft. long, 8 ft. wide and 7 ft. high. Pneumatics are used. This vehicle costs \$6,000.

Warehouse Fire

SAN ANTONIO, May 2—An ordinance warehouse at Camp Travis was destroyed today by fire with a property loss of at least \$500,000.

WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

NEW BUILDINGS, ETC.

Blackham Storage & Trucking Co., Flushing, N. Y., is renovating the Broadway Lyceum, for years a hotel and restaurant, into a furniture storage warehouse.

Tristram T. Hyde & Sons, Charleston, S. C., is disposing of bonds for a \$250,000 warehouse to be erected on Haskell street to accommodate local merchants and manufacturers. James H. Haskell, an experienced storage man, will be general manager.

Florence Storage & Warehouse Co., Florence, S. C., has been organized to operate warehouses largely for tobacco storage. J. F. Stackley is president and S. I. Sulzbacher is secretary.

Bison City Storage & Transfer Co., Buffalo, is planning erection of a \$30,000 reinforced concrete warehouse at 1430 Niagara street.

Joseph T. Ryerson, Buffalo, N. Y., is planning a \$160,000 steel and tile warehouse at 14 Stanley street.

French Transfer & Storage Co., Roseburg, Ore., will turn the Washington street property occupied by former Governor Benson into a warehouse.

Port Costa Warehouse Co., Port Costa, Cal., has been authorized to issue \$150,000 worth of stock to Strauss & Co. and the Northern Grain & Warehouse Co., in payment for real estate.

Georgia-Alabama Warehouse Co., Rome, Ga., plans to erect a \$100,000 warehouse, fireproof, of brick and concrete.

Oxford Gin & Warehouse Co., Oxford, Miss., will erect a warehouse.

Cumberland Warehouse Co., Inc., Fayetteville, N. C., intends to erect two tobacco warehouses.

Chamber of Commerce, Port Lavaca, Tex., is promoting a \$15,000 company to build a cotton warehouse.

Planters Cotton Warehouse Co., Huntsville, Ala., plans addition which will give total capacity for 12,000 bales.

Augusta Knitting Corp., New York City, announces it intends to operate its own warehouses in Utica, Sherburne and Bath, N. Y.

Bay State Storage & Warehouse Co., Springfield, Mass., is planning alterations at its warehouse at 385 Liberty street.

Banner Warehouse Co., Timmonsville, S. C., has applied for a charter amendment which would allow an increase in capital stock from \$5,000 to \$6,000.

International Warehouse Co., El Paso,

Tex., will erect a \$200,000 warehouse, three stories and basement, 150 by 120 ft., fireproof, with 60,000 feet of storage space.

Lawrence Warehouse Co., Oakland, Cal., has been granted extension of time until June 30 by the State Railroad Commission for issuing stock under the authorization given by the Commission in June of 1919.

Howard Co., Oakland, Cal., has filed with State Railroad Commission an application for authority to increase rates for storing, handling, loading and unloading and weighing commodities. Company claims that advanced labor and materials costs have made present rates non-compensatory.

Russian-American Warehouse & Shipping Co., New York City, has increased its capitalization from \$5,000 to \$25,000.

Penland Brothers Transfer & Storage Co., Pendleton, Ore., has established a freight line between Pendleton and Walla, Walla, Wash., to serve shippers.

Bryant Transfer Co., Walla Walla, Wash., has removed to larger quarters and has added a fleet of four motor trucks.

Central Transportation Co., Clinton, Wash., has increased its capitalization from \$10,000 to \$30,000.

Capital Can & Storage Co., Sacramento, Cal., is occupying a new warehouse in Twenty-second street. Building has advantageous trackage facilities.

Jackson's Express & Can Co., Chicago, is erecting a six-story household goods warehouse at 5949 Madison street.

Mercantile Warehouse Co., New York City, has purchased a 12-story fireproof building at 71 Murray street. Company has discontinued storage of bonded goods and has discontinued operation of branch at Higgins, Tex.

Syracuse Cold Storage Co., Syracuse, N. Y., now stores general merchandise as well as cold storage products. Company has contracted for considerable amount of newly-constructed space.

Anheuser-Busch Agency, New York City, announces retirement of Carl Willmsen as manager. He is succeeded by G. G. Kindervater.

National Ice & Cold Storage Co., Oakland, Cal., will erect cold storage and refrigerating plant to cost approximately \$200,000.

Equitable Warehouse Co., Utica, N. Y., announces increase in capitalization from \$16,000 to \$100,000.

Webb Terminal Warehouse Co., Philadelphia, has been conveyed to Charles J.

Webb for reported consideration of \$1,477,000.

Frank Fehr Cold Storage Co., Louisville, Ky., is erecting a 13-story plant to cost about \$500,000.

Merchandise Warehouse Co., Brooklyn, has increased its capitalization from \$5,000 to \$50,000.

Republic Storage Co., New York City, avoided \$600,000 theft of silk when policemen intercepted five burglars at work, three of the men being arrested.

H. C. Lee & Sons, Toledo, has purchased a 4-story and basement building at 20 North Huron street and will turn it into a household goods warehouse.

Fulton Market Cold Storage Co., Chicago, will erect a 10-story double warehouse in block bounded by Fulton, Carpenter, Morgan and Carroll streets. Cost will be several million dollars. There will be 7,500,000 net cubic feet of storage space.

Albion Cold Storage Co., Albion, N. Y., has been reorganized. Schuyler Hazard is president and J. C. Curtis is secretary.

INCORPORATIONS

Associated Warehouses, Inc., Utica, N. Y. Capitalization, \$10,000. Directors, Rodney Wilcox Jones, New York City; John P. Liddy and Chester R. Dewey, Utica.

Wenatchee Fruit & Warehouse Co., Wenatchee, Wash. Will build \$45,000 warehouses 60 by 160 ft., three stories. W. A. Darling will be manager.

Farmers Banner Warehouse Co., Durham, N. C. Capitalization, \$75,000. Tobacco storage. Incorporators, T. C. Worth, J. A. Buchanan, J. C. Cobb and Alphonsus Cobb, all of Durham.

Tioga Storage Warehouse, Philadelphia. Capitalization, \$15,000. Incorporator, F. W. Anton.

Atlantic & Pacific Forwarding Co., Philadelphia. General freight brokerage and foreign forwarding. F. A. McBride, president; E. W. Stiess, secretary and treasurer.

Planters' Warehouse Co., Winston-Salem, N. C. Capitalization, \$300,000. Plans North Carolina's largest tobacco warehouse.

Farmers' Produce & Storage Co., Florence, S. C. Capitalization, \$25,000.

Medford Storage Warehouse Co., Medford, Mass. Capitalization, \$50,000. Storage business in city of Medford. Incorporators, Walter F. Jones and Eleanor M. Jones, Arlington, and Elton F. Chase, Quincy.

When you need it Most

You need the Best

Chemical

The Boyce Chemical is pure, colorless and when exposed to air and heat effervesces. Immediately it is discharged it forms a blanket of gas which surrounds the fire and quenches it. It is a non-conductor of electricity. Will not freeze and is harmless to both operator and material.

Appearance

The Boyce Automatic is good to look at. The fluid is held in a faintly tinted glass container. All direction labels are printed in gold on dark purple. The Boyce seal on the front is heavily embossed on pure gold leaf. The beautiful lines and colors harmonize with any surroundings.

Hand Operation

The hand operation is simplicity itself. Just hold extinguisher with metal end up, unscrew cap and dash chemical at base of flames until the fire is extinguished.

Prices

Model 1 (pint size) \$6.00
Model 2 (quart size) 8.00

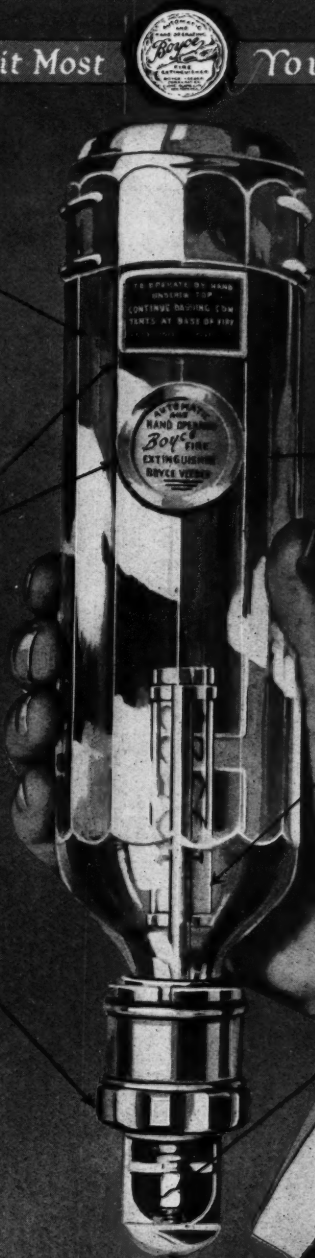
West of Rockies

Model 1—\$6.50
Model 2—\$8.50

Canada

Model 1—\$8.25
Model 2—\$11.00

BOYCE
The AUTOMATIC
FIRE EXTINGUISHER

**Fluid Always Visible**

The glass container tells at a glance how much chemical is in the extinguisher. No danger of being caught with an empty extinguisher at a critical moment.

Container

The Boyce container is of heavy glass tested to 500 lbs. pressure. The Boyce Chemical is under 50 lbs. pressure, leaving a wide margin of safety.

Automatic Pressure Gauge

In addition to the serial number vial shown here, all Boyce Automatics are equipped with an automatic pressure gauge. While pressure is in the container the gauge remains at the bottom but as soon as the pressure is released it rises to the top.

Automatic Operation

The Automatic fuse is melted by the heat of a blaze. The pressure in the container is released, spraying the chemical in a fire quenching blanket of gas over a wide area. The supply of oxygen, without which no fire can live, is cut off by the gas and in 15 seconds the blaze is extinguished to the tiniest spark.

BOYCE-VEEDER CORP.
Long Island City N. Y.

BOYCE
The AUTOMATIC
FIRE EXTINGUISHER

*Fire Insurance Worth a
Hundred Times Its Cost*

THE ONLY FIRE EXTINGUISHER THAT
WILL PUT OUT A GASOLINE FIRE AUTOMATICALLY

"Horse Sense"



Christopher Columbus surprised the Old World in 1492—the Traffic Truck has surprised the whole world at \$1495.



One of the largest users of 2-ton motor trucks in the United States hold their shipping clerks responsible for overloading their trucks. Besides instructing the men, they have a sign on the back of each cab which reads, "DO NOT OVERLOAD, CAPACITY 4,000 LBS." That's a good reminder.



The State of Kansas has recently passed a bill to make the penalty from five to fifteen years' imprisonment for theft of an automobile—every owner of a Traffic Truck will tell you the penalty ought to be imprisonment for life.



The Traffic is the lowest priced 4,000-lb. capacity truck in the world. Built of standardized units.



Traffic Truck Specifications:

Red Seal Continental $3\frac{3}{4}$ x 5 motor; Covert transmission; multiple disc clutch; Bosch magneto; Carter carburetor; 4-piece cast shell, cellular type radiator; drop forged front axle with Timken roller bearings; Russel rear axle, internal gear, roller bearings; semi-elliptic front and rear springs; 6-inch U-channel frame; Standard Fisk tires, 34 x $3\frac{1}{2}$ front, 34 x 5 rear; 133-inch wheelbase; 122-inch length of frame behind driver's seat; oil cup lubricating system; chassis painted, striped and varnished; driver's lazy-back seat and cushion regular equipment. Pneumatic cord tire equipment at extra cost.

chassis \$1495 factory



Traffic Truck chassis equipped with cab, hoist, steel dump body (painted and varnished), no extras required, \$1990 complete, at factory.

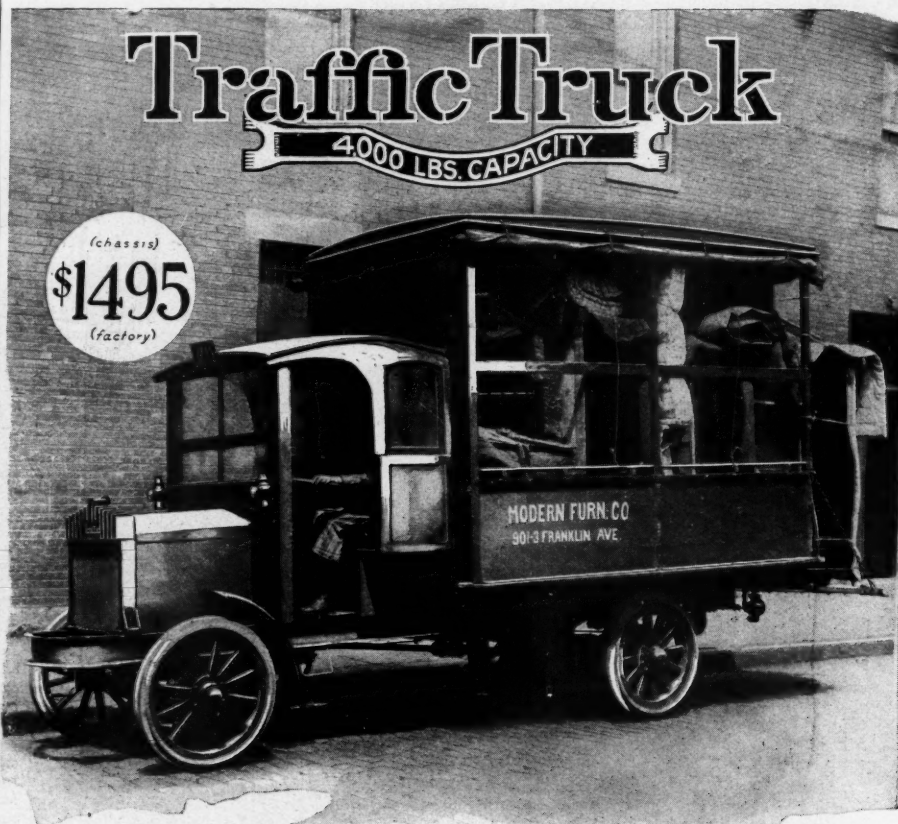


Notice to Dealers:

It is Traffic policy to make direct connections in every city, town and village in the United States and Canada.

The demand for Traffics has made it necessary to quadruple the production this year.

Many dealers are getting in line now for future Traffic franchises. You have no time to lose.



Consider their investment a wise one

Modern Furniture Co.

Household Goods, Stoves, Ranges, Office Furniture, Carpets, Oil Cloths, Etc.
901-903 Franklin Ave.

St. Louis, Mo., April 17, 1920.

Traffic Motor Truck Corporation,
5200 N. Second St., St. Louis, Mo.

Gentlemen:

We wish to offer to you our testimonial regarding the Traffic Truck we purchased from you in July of last year.

This truck has been in continual service ever since we first received it, and wish to advise you that we are highly pleased with its performance since.

Not only do we consider our investment a wise one from a point of initial cost, but also in the operating cost, which we have found to be remarkably low for a truck of this capacity. We can, with pleasure, recommend your truck to any one contemplating the purchase of a truck, and you are at liberty to mention our name as a highly satisfied user of one of your trucks.

Assuring you it is a pleasure to us to offer you this testimonial, and wishing you a prosperous future, we beg to remain

Yours very truly,
MHC/EL MODERN FURNITURE CO.

Thousands of Traffics are giving the same satisfaction and saving money for their owners throughout the country. The Traffic saves hundreds of dollars in first cost and maintenance cost and cuts in half the cost of hauling with teams. The lowest priced 4,000-lb. capacity truck in the world.

Write for Catalog Today

Traffic Motor Truck Corporation
St. Louis, U. S. A.

Largest exclusive builders of 4,000-lb. capacity trucks in the world





REID BROS. EXPRESS CO.
GENERAL HAULING
 DISPATCHERS AND FORWARDERS

SERVICE
 OUR MOTIV
 I I I I I

CASNEY 3878
 CASNEY 4871
 DELW 78 5814

OFFICE AND WAREHOUSE BERTHA AVE. AND SUBURBAN TRACKS
St. Louis August 22nd, 1919

United States Tire Co.
 3149 Locust Street,
 City.

Gentlemen:- Enclosed are a few facts which may be of interest to you. We have used United States Solids on our fleet of Republic trucks doing service for J.C. Merrell Drug Co. of this city and are more than pleased with their performance.

These tires cover 75 Miles daily, and are subjected to rough usage, one set in particular has gone 15000 miles and still looks good.

We like your tires so well that we are beginning to use them on our 3 1/2 and 5 ton trucks.

Yours truly,

REID BROS. EXPRESS CO.
A. D. Reid



ORDINARY truck tires will do ordinary work.

It takes the unusual tire to do the unusual thing.

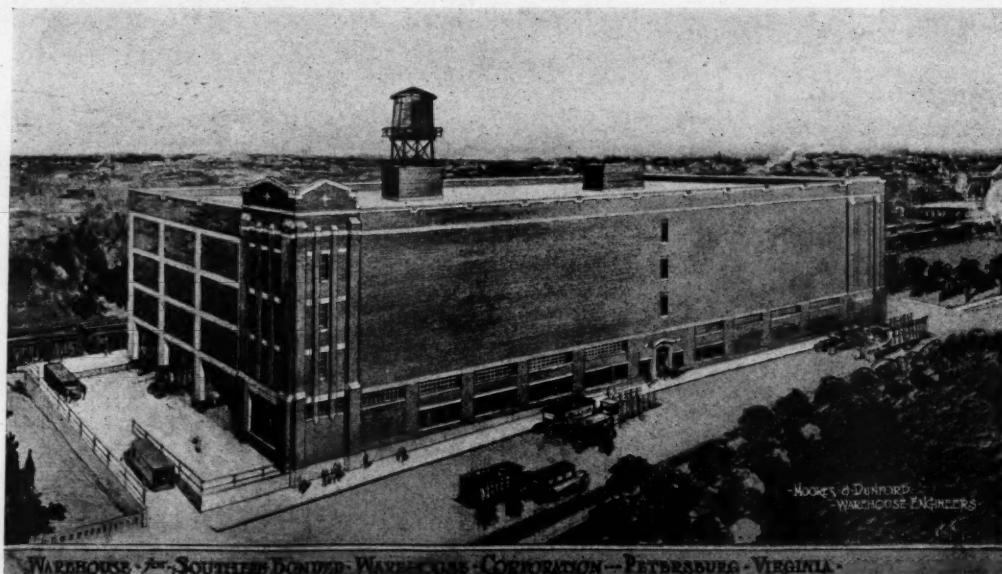
Reid Brothers Express Company are but one of the many users who have proved by test that **UNITED STATES SOLID TRUCK TIRES** stand absolutely alone in point of consistent, hard service, efficiency.

United States Tires are Good Tires

Similar to the grain in wood—the grain in rubber is largely responsible for splitting and cracking in solid truck tires. Explain to your trade that the new grainless rubber solid truck tires made by United States Rubber Company offer far greater mileage and more repeat orders.



Distribution—The Problem of the Year



One of hundreds that are required in this country

This warehouse exemplifies all that is most efficient, economical and up-to-date for **DISTRIBUTION** requirements.

The serious problems of transportation tie-ups and freight congestion will be at least **HALF** solved by having adequate warehouse facilities at centers of **DISTRIBUTION**.

Speaking of the present car shortage, an eminent authority states that the trouble lies in **absolute** lack of **railroad equipment** and **terminal facilities**.

We have called attention repeatedly to the equal importance of railroads and warehouses as mediums for the **DISTRIBUTION** of the manufacturers', wholesalers' and distributors' products.

We do not lay out railroads, but we do design and supervise the construction of warehouses.

Let us show you what you ought to have and how to get it.

Moores & Dunford Engineering Corporation

WAREHOUSE ENGINEERS

744-6 First National Bank Bldg.

CHICAGO, ILL.

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

To Shippers—A Means

Because it contains the announcements of representative warehouse, terminal, forwarding and transfer companies and because these announcements are conveniently arranged according to the location of the companies, the Shippers' Index on the following pages is regularly employed by national distributors and shippers of all kinds as a means for finding reliable consignees and competent concerns to handle storage, distribution and re-shipments.

To Warehousemen—An Opportunity

Because those who use it as a means for finding the kind of concerns with which they prefer to do business are among the country's largest shippers, the Shippers' Index offers to warehousemen, forwarders, terminals and transfer companies an opportunity to place their special facilities before those who can use them to the greatest advantage to both parties concerned.

COMING EVENTS

Meetings Scheduled by Associations in the Industry

Convention to organize a national association of traffic managers	Chicago	June 15
Southern Furniture Warehousemen's Association	Memphis	(Date not fixed)
Central Warehousemen's Club	Minneapolis	July
National Team & Motor Truck Owners' Association	Chicago	June 28
National Furniture Warehousemen's Association	Mackinac Island, Mich.	July 9
Texas Warehouse & Storage Men's Association	Waco	August
American Warehousemen's Association	(To be decided)	December
American Chain of Warehouses	(To be decided)	December
Pacific Coast Furniture Warehousemen's Association	San Diego	February, 1921
Montana Transfer & Storage Men's Association	Great Falls	February, 1921
California State Draymen's Association	San Diego	March, 1921
New York State Cold Storage Association	(To be decided)	June, 1921

BIRMINGHAM, ALA.

HARRIS TRANSFER AND WAREHOUSE COMPANY

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

BIRMINGHAM, ALA.

Wittichen Coal & Transfer Co.

12 South 20th Street

Transfer and storage of household goods. Packing and
shipping. Forwarding and distributing agents. Heavy
Haulage, Motor Service.

BUILDING MATERIAL DEALERS

LITTLE ROCK, ARK.

WAREHOUSING AND FORWARDING

Distributors of Pool Cars, Parcel Post Catalogs and
Merchandise

TERMINAL WAREHOUSE COMPANY

109-111 RECTOR AVENUE

All track connection

BERKELEY, CAL.



STUDENTS EXPRESS & TRANSFER CO.

MOVING
STORING
FORWARDING

2132 SHATTUCK AVENUE

LOS ANGELES, CAL.

Fidelity Fireproof Storage

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all
business intrusted to us.

We have a seven-story reinforced concrete
warehouse.

We consolidate and solicit distribution of con-
solidated cars of household goods.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.



We Solicit Your

LOS ANGELES

Shipments, assuring you that same will receive prompt
and efficient handling.

Collections and other matters intrusted to us will re-
ceive prompt and efficient attention. If you desire, send
your collections draft attached to bill of lading.

We Desire to Please

PRUDENTIAL STORAGE & MOVING CO.

941 West 16th Street

LOS ANGELES, CAL.

Household Goods Exclusively

LOS ANGELES, CAL.

Shattuck & Nimmo

WAREHOUSE CO.

Storage and Distribution

Of All Non-Perishable Commodities

All cars handled at our own plant. No switch-
ing charge if cars are consigned in our care.

Manufacturers and forwarders consolidating
car loads for Pacific Coast distribution are
assured of efficient service and prompt returns.

MEMBERS

Pacific Coast Furniture Warehousemen's Association, American
Chain of Warehouses, National Distributing Division,
Local Rotary Club and Chamber of Commerce



LOS ANGELES, CAL.

Putting Pacific Coast Sales in the Palm of Your Hand

The salesman who can market more of your products over a bigger territory than any other one man is a jewel you are after, isn't he. Aren't you open to consider, then, the proffered aid of the biggest salesman on the Pacific Coast?

One of the greatest merchandising organizations the world has ever known, the Union Terminal Warehouse Company, Los Angeles, is offering you the services of a sales force and a warehousing system that can put your product into every channel of sale and move it faster than any other form of merchandising.

In face of this business-getting machine, a factory branch of your own is merely a toy. The possibilities Union Terminal service holds for you are unlimited. If you need a display room to add "special atmosphere" to your product, you'll find the Union Terminal plan a sales-getter.

The Union Terminal warehouses, docks, trackage, freight storing and moving facilities are the largest and best anywhere west of Chicago. But the great factor to interest you vitally is the new connecting link that brings the Union Terminal right square up to you, its sales department.

A big staff of sales specialists, schooled in the potentialities of the Pacific Coast region, works to bring you, the manufacturer, into contact with the largest number of buyers at the least possible expense. Your product meets all the jobbers, distributors and dealers—not just one or two—in minimum time.

If there's any special service a patron desires, we'll furnish that, too. Let us tell you more about Union Terminal advantages for you. Write now.

Union Terminal Warehouse Company

Seventh & Central Avenue,

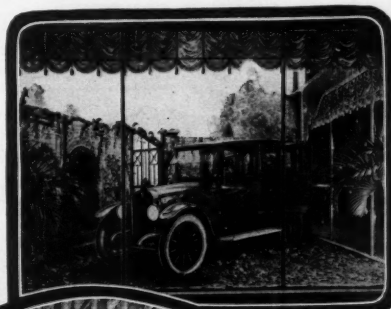
Los Angeles, Calif.

Other aids we offer you:

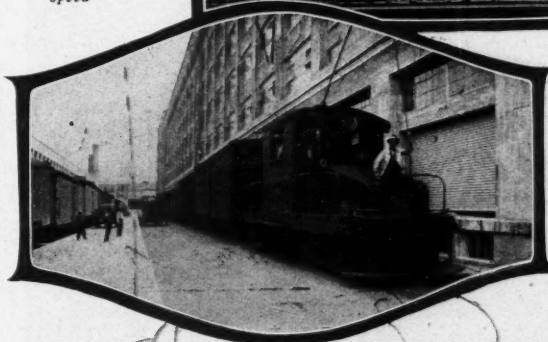
- We store your merchandise.
- We insure it at the lowest rate in the West.
- We look after your shipments.
- We collect your drafts and accounts.
- We distribute your samples.
- We make you reliable credit reports.
- We trace your cars and save you demurrage.
- We furnish offices for your representative's use.
- We loan you money on your warehouse receipts.
- We furnish you a special display room, if desired.
- We furnish you factory space and market your output.

This new building adds 500,000 fire-proofed, dust-proofed square feet to the largest warehouse system west of Chicago.

Special showroom sells goods



Ample switching facilities make speed



Union Terminal Warehouse Co.

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SACRAMENTO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SAN FRANCISCO, CAL.

We Solicit Your Pool Car Distribution



OUR SAN FRANCISCO WAREHOUSE

When you Ship to California
 Remember to Ship to

BEKINS FIREPROOF STORAGE

Prompt and Intelligent Returns,
 Your Customers Satisfied

Los Angeles
 1341 Figueroa St.

Oakland
 22d & San Pablo

San Francisco
 13th and Mission St.

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



If Your City Isn't Represented Here

Put it on the shippers' map by
 inserting your card in this space.

SAN FRANCISCO, CAL.

HASLETT WAREHOUSE CO., THE

228 Pine Street, San Francisco

Will handle your interests in the Far West with excellence of service that has grown from years of experience in California territory.

Some Haslett Helps For You

We will store or forward your merchandise.

We offer also U. S. Customs and Tea Bonded Storage.

Yard storage provided. Public Weighers.

Warehouse receipts issued—collections made.

Pool car distributing and reforwarding a specialty.

Drier, cleaner and fumigator for beans, corn and other grains.

Light hauling, city deliveries and general truck service.

Handy location to retail districts and to freight stations.

Low insurance rates.

Every form of time-saving equipment.

Any special service a client desires will be given personal and immediate attention.

Coffee hulling, conditioning and hand picking.

Track connections with all lines.

S. M. Haslett, President P. E. Haslett, Secretary

DENVER, COLO.

THE KENNICOTT-PATTERSON TRANSFER COMPANY

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention.

Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

DENVER, COLO.

THE WEICKER TRANSFER & STORAGE COMPANY

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy Machinery. Complete Fleet of Motor Trucks and Modern Equipment

Members

American Warehousemen's Association
 Illinois Furniture Warehousemen's Association
 New York Furniture Warehousemen's Association
 Pacific Coast Furniture Warehousemen's Association
 Central Warehousemen's Club
 American Chain of Warehouses
 Southern Furniture Warehousemen's Association

HARTFORD, CONN. Tel. Connection Office: 335 Trumbull St.**GEORGE E. DEWEY & CO.**

Safety Vaults for Silverware
 JOSEPH M. PELCHAT Proprietor
 Local and Long Distance
 FURNITURE AND PIANO MOVING
 Packing, Crating and Shipping of
 PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.**The Roger-Sherman Transfer Co.**

Freight Forwarding—Moving

TEAMS
 AUTO-TRUCKS

GENERAL TRUCKING
 HEAVY RIGGING

1056 MAIN ST.

NEW LONDON, CONN.**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
 AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.**The Ralph N. Blakeslee Co.**

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

WASHINGTON, D. C.

Moving
 Shipping
 Storing

**Smith Transfer & Storage Co.**

Office: 912 S Street, N. W.

Let Us Handle Your Washington Business

WE WILL PLEASE YOU

WASHINGTON, D. C.**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.

MEMBERS:

N. Y. Furniture Warehousemen's
 Association
 Illinois Furniture Warehousemen's
 Association
 Southern Furniture Warehousemen's
 Association

PROMPT REMITTANCES
 Efficient and Courteous Service

MOTOR TRUCKS

and

PADDED VANS

Modern Fireproof Warehouse

**JACKSONVILLE, FLA.****UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
 Low Insurance Rate. Sub-Post Office and branch
 Western Union Telegraph. Joint Railroad Agent.
 L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE
 AND FORWARDING

Special attention to handling of pool cars.

JACKSONVILLE, FLA.**Wiesenfeld Warehouse Company**

P. O. Box 1133

General Merchandise Storage and Distributing

References:

Any bank, jobber or transportation man in the city

ATLANTA, GA.**CATHCART**

VAN & STORAGE COMPANY

Moves, Stores, Packs, Ships
 Household Goods Exclusively

THREE WAREHOUSES

Office, 6-8 MADISON AVE.

ATLANTA, GA.

Warehousemen

MORROW

TRANSFER & STORAGE COMPANY

COMMERCIAL STORAGE

Distributors—R. R. Trackage—Carloads a Specialty

Household Goods Moved, Stored, Packed and Shipped
 180-184 MARIETTA STREET

ATLANTA, GA.**SOUTHERN**

SALES & WAREHOUSE CO.

FIRE PROOF CONCRETE WAREHOUSE

MERCHANDISE DISTRIBUTORS

R. R. TRACKAGE, MOTOR SERVICE

Located in heart of wholesale district.

13 Produce Place

BOISE, IDAHO**PEASLEY**

TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

NINTH AND GROVE STREETS

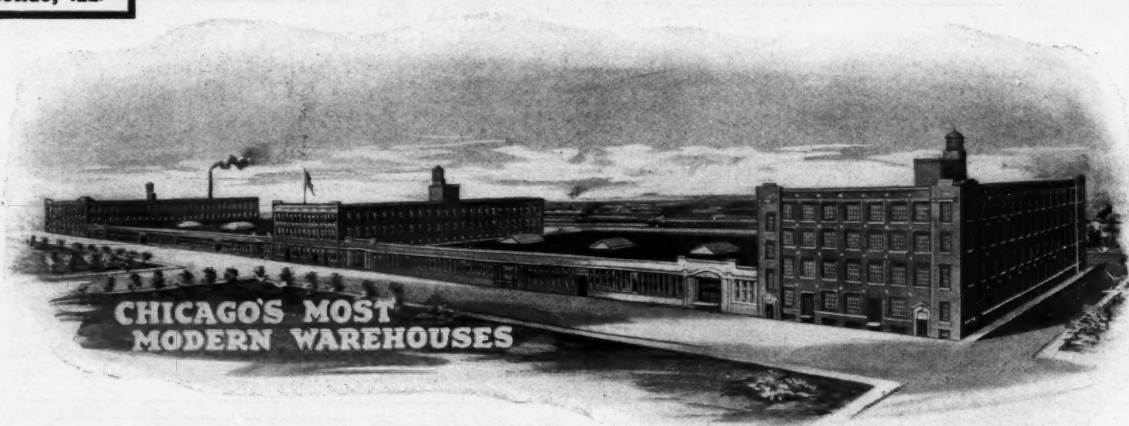
CHICAGO, ILL.**BEKINS**

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles
 and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
 NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.



Insure Prompt Deliveries

CARRY A STOCK NEAR YOUR TRADE

Our modern warehouses containing 350,000 square feet of floor space are completely equipped with Sprinkler System.

Ship direct to us and let us fill and reship your orders. L. C. L. shipments made without cartage expense.

INSURANCE RATES AS LOW AS 15¢ NEGOTIABLE RECEIPTS ISSUED

Take Advantage of the Rates in Transit

FLOOR SPACE WITH OFFICES TO RENT

BUILDINGS ERECTED TO SUIT TENANTS' REQUIREMENTS

Carload Shipments Made on Telegraphic Orders

CHICAGO STORAGE & TRANSFER CO.

5835 West 65th Street, Chicago, Ill.

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

MERCHANDISE STORAGE EXCLUSIVELY

MODERN BUILDINGS
CONVENIENT LOCATION
UP-TO-DATE METHODS
ADEQUATE FACILITIES
LOW INSURANCE RATES
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

Our new concrete, sprinklered warehouses with direct switching from five Truck Lines and one Belt Line will be ready for occupancy about September 1st.

We will then be able to take on additional, distribution and storage business.

Griswold & Walker, Inc.

Main Office: 1501 South Peoria Street, Chicago

CHICAGO, ILL.

EMPIRE Storage Company

Convenient to All Railroad Switches.

Modern FIREPROOF
Warehouses for Storage of
Household Goods



MOVING PACKING SHIPPING

Heated Piano Rooms
Art Galleries
Vaults for Valuables
Private Compartments
for Furniture
Automobiles Stored
Motor Truck Service



Established 1891

Capacity 1,500,000 cu. ft.
Low Insurance Rate.
General Office
52nd St. and
Cottage Grove Ave.
Chicago

MEMBERS:

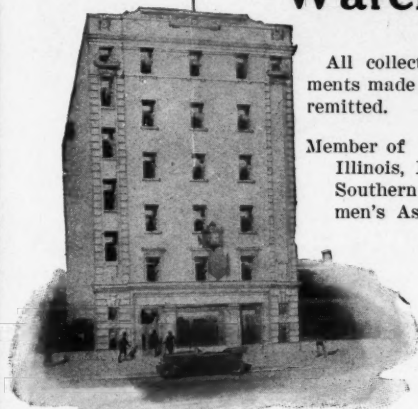
Illinois Furniture Warehousemen's Association
New York Furniture Warehousemen's Association

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of
Illinois, New York and
Southern Warehouse-
men's Associations.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Railway Terminal & Warehouse Company

444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates
Use Our Service**

FORT WAYNE, IND.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

FORT WAYNE, IND.

Private Siding With All Railroads

Pettit's Storage Warehouse

FIRE PROOF BUILDING

ROOMS FOR HOUSEHOLD FURNITURE

General Merchandise Warehousing and Transferring
Factory Distributors

INDIANAPOLIS, IND.



Our Service Consists of

Warehouse for Manufactured Articles.

Prompt shipment for all orders.

Prompt reports of shipments as you want them.

Trucks for Drayage Equipment.

We are, in fact, ready to be your Shipping Department.

Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan.

Insurance rate, 30c—extra hazardous goods not taken.

Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C.
I. & W. Ry.; L. E. & W. Ry.; Ills.
Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

INDIANAPOLIS IND.

We Have the Very Best of Equipment for Handling
Heavy Machinery, Boilers, Engines, Tanks
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

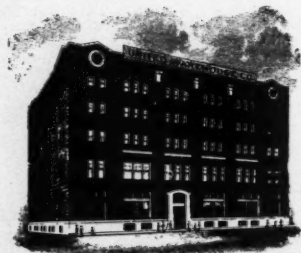
HOGAN TRANSFER & STORAGE CO.

Member
N. F. W. A. and I. F. W. A.

Established
1892

WICHITA, KANS.

A. F. JONES, President
A. S. PARKS, Vice-President
J. H. BRUGH, Sec'y and Gen'l Mgr.



WE OPERATE THREE OF
THE FINEST FIREPROOF WAREHOUSES
IN THE MIDDLE WEST



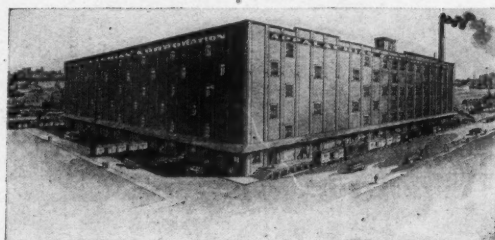
General Warehousing
Storage, Forwarding and Distributing

ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts
Capital \$100,000.00

NEW ORLEANS, LA.

APPALACHIAN SERVICE



SPACE—STORAGE—DISTRIBUTION
and FORWARDING

To the WORLD'S COMMERCE

Through the

PORT OF NEW ORLEANS, U. S. A.

STORAGE We own the Largest Modern Public and Government Bonded Warehouse in the South. Contains 7,500,000 cubic feet, equal to more than 14 acres of surface storage facilities, caring for 3,000 carloads of material at one time. Our sidings have a capacity of 24 cars. Direct connection with all railroad and steamship lines entering New Orleans.

DISTRIBUTION Our facilities for giving our clients a Perfect Distribution Service are unequalled by any warehouse in the Southern States.

FORWARDING We maintain a well organized Freight Forwarding Department for both Import and Export business. We secure lowest freight rates, attend to validation of bills of lading, take out consular invoices, render customs service and deliver merchandise in proper time and condition to steamer or railroad.

FOR SERVICE ADDRESS

APPALACHIAN CORPORATION

INC. OF LOUISIANA

LOUIS B. MAGID, President

South Peters, Thalia, South Front and Erato Streets

NEW ORLEANS, U. S. A.

"The City of New Opportunities"

SPECIAL

Our Negotiable Receipts are Current in all financial centers. When desired we assist. We also arrange Marine Insurance and Advances on Carload Shipments.

LOUISVILLE, KY.

SAFETY

TRANSFER & STORAGE CO., INC.

Offices 105 S. Hancock St.

HOUSEHOLD GOODS

Moved, Packed, Stored, Forwarded

AUTOMOBILE AND TRACTOR STORAGE

Members I. F. W. A.

BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

BALTIMORE STORAGE
& MOVING COMPANY

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear
Balt. F. W. A.

BALTIMORE, MD.

THE KAUFMAN
Fire-proof Storage Warehouses

BALTIMORE, MD.

Leonidas Levering, Pres.

CENTRAL WAREHOUSE CO.

STORAGE—TRANSFER—SHIPPING

517-525 W. Baltimore St.

"DISTRIBUTING AGENTS"

Consign Your Pool-Cars Direct to Us. We Handle Everything

"EXPERT SERVICE"

"LOW FIRE INSURANCE"

BALTIMORE, MD.

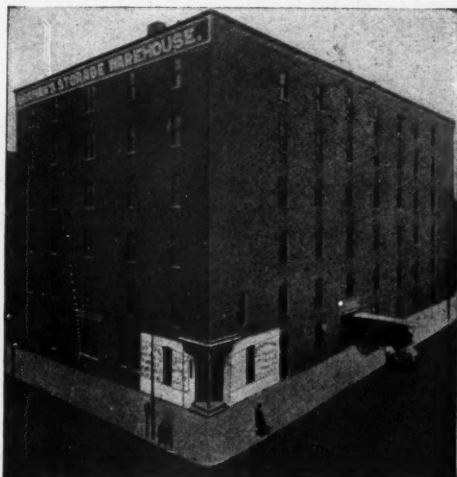
Send your Baltimore shipments to
MONUMENTAL STORAGE COMPANY

BALTIMORE, MD.

Graham's Storage Warehouse

The Largest in Baltimore

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager

800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.MOVING — PACKING — SHIPPING
MOTOR EQUIPMENT

Send us your Baltimore Consignment

Members, N. Y. F. W. A. — I. F. W. A. — Baltimore, F. W. A.

BALTIMORE, MD.

Fred I. Savage

George P. Savage

THE SAVAGE TRANSFER CO.
TRANSFER AND LIVERYWe Haul Anything, Anywhere, Any Time, by Motor or Horse-
Drawn VehiclesC. & P. PHONES: SOUTH { 321
1687

1202-4-6-8-10-12-14 Race Street, BALTIMORE, MD.

Storage Warehouse 529 W. Lee St. Garage: 118-120 W. West St.

THEATRICAL HAULING A SPECIALTY

BALTIMORE, MD.

Security Storage & Trust Company

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE
TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Associations
New York and Illinois Warehousemen's Associations

BOSTON, MASS.

Established 1880

T. G. BUCKLEY CO.

MOVERS OF HOUSEHOLD GOODS AND PIANOS
MOTOR TRUCK SERVICE

REINFORCED CONCRETE WAREHOUSE

OFFICE and WAREHOUSE, 690 DUDLEY STREET

Members N. Y. F. W. A.

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention
Given to
Distribution



Charles River Stores, 480,000 sq. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 143,000 sq. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 60,000 sq. ft. Battery Wharf, 88,000 sq. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

GEORGE S. LOVEJOY, Manager, General Store Department.
Main Office: 133 Commercial St., Boston, Mass.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



**Storage of Wool, Cotton and
General Merchandise**

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

**Fumigation of Foreign Cotton
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

HOLYOKE, MASS.

Holyoke Warehouse Co.

Park and Crescent Streets

Modern Fireproof
Warehouse

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

TRY OUR SERVICE

Heavy Haulage

Truck Service

NEW BEDFORD, MASS.

NEW BEDFORD STORAGE WAREHOUSE CO.

Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

Low Insurance Rates

Excellent Rail and Water
Connections

N. Y., N. H. & H. R. R. and New Bedford Line, from Pier 40, North River, New York. Daily sailings.

We operate a large, modern pier and storage shed on 25-ft. channel.

Distribution and Pool Car
Shipments Solicited

HOLYOKE, MASS.

Sheldons Transfer & Storage

[ESTABLISHED 1870]

Main Office 637 Main St.

Branch Office 81 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. [N.Y.N.H. & H. and B. & M. Sidings]

DETROIT, MICH.

DETROIT'S LEADING MOVERS.

Detroit Storage Co.



Main Office and Fireproof Warehouse
MOVING, PACKING, SHIPPING
MOTOR EQUIPMENT

Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.

Pick Your Consignee

from

the companies listed in this section—They are the “live wires” of the field and will handle your shipments promptly and efficiently

DETROIT, MICH.

**GENERAL STORAGE AND
CARTAGE CO.**

Main Offices:

Grand River and Lorain Avenues

GENERAL MERCHANDISE STORAGE

Forwarding, Distributing and Reshipping Agents. Custom
House Brokers—Expert Traffic Service**SHIP US YOUR CARLOADS FOR DISTRIBUTION**50 Car Track Space on M. C. R. R. and Grand Trunk
Motor Trucks—1 to 10 Tons Capacity

DETROIT, MICH.

TURNER CARTAGE COMPANYPhone
Main
2660Shipments of household goods and mer-
chandise will be handled under personal
supervision of company officials.

334-340 Lafayette Blvd., DETROIT, MICH.

BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

P. Van Haaren & Sons Storage Co.
FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

GRAND RAPIDS, MICH.

Elston Packing & Storage Co.Storage household goods and merchandise. Seven warehouses
with over 200,000 sq. ft. of floor space.Members of the Illinois Warehousemen's Assn., New York Ware-
housemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

**Shank Fireproof Storage
Company**Largest Fireproof Storage Warehouse in Western Michigan.
Merchandise and Household Goods.

Members I. F. W. A.

LANSING, MICH.

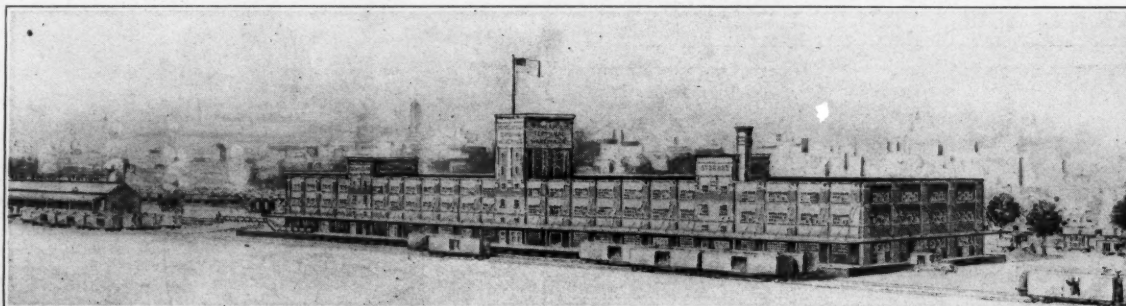
Fireproof**Storage & Transfer Company**Central Michigan Distributing point for pool car shipments. We
have the only modern fireproof warehouse in the city for storage
of Merchandise, Automobiles, H. H. Goods. Private siding on
P. M. R. R. connecting with M. C. N. Y. C. & G. T. Railroads.

MOTOR TRUCK SERVICE

MINNEAPOLIS, MINN.

Minneapolis Terminal Warehouse Co.

Minnesota Transfer, East Hennepin Station

**NEW WAREHOUSE**

A building of the most modern type, equipped with modern facilities. Sprinkler system throughout.

LOCATIONOn Minnesota Transfer Railway, operated by all railroads entering the Twin Cities. Ample track ca-
pacity to handle distribution accounts. Direct track connection with nine railroads, consisting of
twenty-four branches.**SERVICE**Shipments made without delay. Stock records accurately kept. Reports rendered promptly. Ask our
traffic department to help solve your distribution problems.*We Know How to Cooperate.*

ST. PAUL, MINN.

The Central Warehouse Co.

Minnesota Transfer, Minn.

**Merchandise, Bonded and Cold Storage
Industrial Sites**

At the junction of nine railroads, midway between the Twin Cities. L. C. L. shipping without carting. Motor trucks for local deliveries. 40 acres of ground. Six miles of trackage operated by our electric locomotives.

KANSAS CITY, MO.

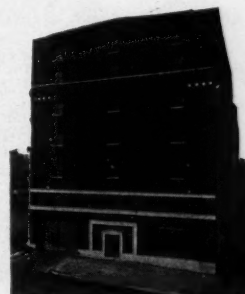
**Fireproof Warehouse
Convenient to All
Freight Depots**

Send your consignments in our care

Members of I. F. W. A.

L. Leritz & Son

2616-18-20 Warwick



Ins. Rate 22c

ST. PAUL, MINN.

Kedney Warehouse Co.

Commercial Storage & Forwarding

MINNEAPOLIS

ST. PAUL

8-22 Hennepin Ave.

East 3rd & John Sts.

C. G. W. Trackage

MR. DISTRIBUTION MANAGER!

Let us send you a partial list of our customers so that you may "Ask the man who stores with us" if we give real service.

KANSAS CITY, MO.

Are *You* Giving Your Customers**Service?**

The present congested conditions of our railroads and slow movement of less than carload freight, and the possibility of embargoes on many commodities, make it more imperative than ever that you carry suitable stocks of your goods at important Western distributing centers to properly take care of your trade in that territory.

We invite you to make use of our warehouse as a branch of your own establishment for this purpose. Our building is of modern fireproof construction and equipment—automatic sprinkler system—low insurance rates—free switching of carloads. Ample teaming equipment and twenty years of knowing how, insures prompt, efficient and satisfactory service.

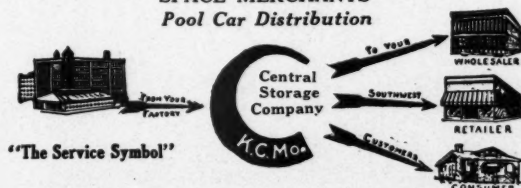
D. A. MORR**TRANSFER & STORAGE COMPANY**

Members { Central Warehousemen's Club
American Chain of Warehouses
American Warehousemen's Association
Illinois Furniture Warehousemen's Association
New York Furniture Warehousemen's Association

Please mention this paper

KANSAS CITY, MO.

**Merchandise Warehousing and Distributing
BRANCH HOUSES FOR FACTORIES
SPACE MERCHANTS
Pool Car Distribution**

**Central Storage Co.**

MAIN OFFICE: 1422 ST. LOUIS AVENUE

KANSAS CITY, MO.

**QUICK ACTION WINS
IN THE BATTLE FOR BUSINESS!**

We borrow other people's shipping and distribution problems and turn them into results.

Fireproof Warehouses and Distribution Docks.

L. T. CRUTCHER WAREHOUSE CO.

Distribution and Warehousing

1411 St. Louis Ave.

Kansas City, Mo.

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

ST. LOUIS MO.

A Transfer Company with an Ability to Serve**ST. LOUIS****America's Fourth
Largest City****Nine Freight Depots; One Mile of Platforms****More than 250,000 Square Feet of Storage
and Warehouse Space****225 Teams and 75 Motor Trucks**

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Transfer Company (La Salle Street Station) you get the benefit of

Daily Package Car Service

from St. Louis to the West, Southwest and Southeast.

**Leased Motor Truck
Service - By Hour, Day or
Contract -**

**COLUMBIA
TRANSFER CO.****America's Largest
Transfer
Organization****\$2,000,000 Capital**

BILLINGS, MONTANA

Billings Warehouse & Trading Co.Incorporated

204-216 North 21st Street

Branch House Service for
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

MISSOULA, MONT.

Security Warehouse & Transfer Co.(Incorporated)

Warehousing of every description: Storing, Packing, Carting, Shipping. R.R. Siding. Manufacturers' distributors. We solicit your Western Montana shipments.

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

OMAHA, NEBR.

**Gordon Fireproof Warehouse &
Van Co.**

Main Office: 219 NORTH 11th STREET

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

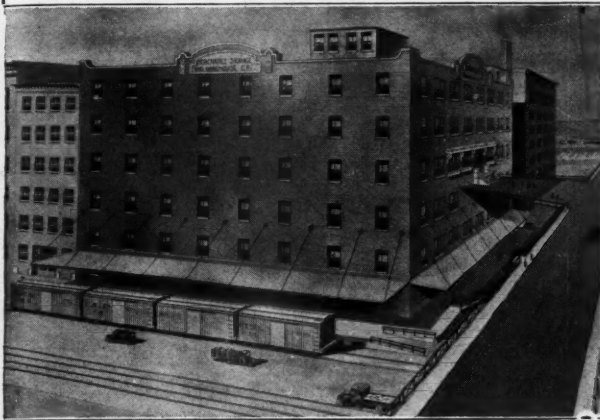
Accommodations for brokers, jobbers, automobile manufacturers and dealers.

**Household Goods Packed, Stored and
Forwarded**

MOVING - TRANSFER - FORWARDING

MEMBER { New York Furniture Warehousemen's Association.
Illinois Furniture Warehousemen's Association.
Central Warehousemen's Club.
Pacific Coast Furniture Warehousemen's Association.

OMAHA, NEBR.



NEW FIRE PROOF BUILDING

1,500,000 Cubic Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

Mercantile Storage & Warehouse Company

Omaha, Nebraska.

We Specialize in Merchandise Distribution

OMAHA, NEBR.

THE "CITY OF OPPORTUNITY"

Represented by the

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE—75,000
SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

ATLANTIC CITY, N. J.

ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Cardina Avenue
Inter-City Auto Service

Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

EAST ORANGE, N. J.

Established 1887

R. T. BLAUVELT, Pres.

LINCOLN STORAGE WAREHOUSES

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of New Jersey—New York—Illinois—Southern
Warehousemen's Associations

Principal Office, 85 MAIN STREET

HOBOKEN, N. J.

FREIGHT STORAGE

5 BLOCKS FROM D. L. & W. FERRIES

LOW INSURANCE
RATES ON REQUEST

HUDSON STORES, INC.

Office and Warehouse:

Ferry Street and Park Avenue, Hoboken, N. J.

Phones—Hoboken 1810-1811-1812

NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.
John F. Lupo, Sec.

JOB De CAMP, INC.

80 PARK PLACE

Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Imple-
Motor Service ments, Yard Storage.

Factory Distributors

N. J. W. A. Member of A. W. A. and N. Y. F. W. A.

NEWARK, N. J.

ESTABLISHED 1864

SHIP TO NEWARK'S
LEADING FURNITURE WAREHOUSE

KNICKERBOCKER STORAGE WAREHOUSE COMPANY

JOHN MULLIGAN, Pres. GEO. L. BARBER, Gen. Mgr.

100-106 Arlington Street

MOVING PACKING SHIPPING
MOTOR EQUIPMENT

MEMBERS N. Y. F. W. A. and N. J. F. W. A.

NEWARK, N. J.

LYON STORAGE CO.

97 Canal Street, Newark, N. J.

Finest cold storage equipment and ample space in reserve at all times for use of our clients.

Facilities for handling general merchandise are unexcelled in our territory.

We make a specialty of pool car distributing and re-forwarding.

We will forward, store or distribute your merchandise, anywhere. Greater New York or metropolitan Jersey district distribution done quickly and economically. Forwarding shipments for European, Latin-American and other foreign ports through the Port of Newark is service we have developed particularly well for convenience of our clients.

Feel free at any time to ask any special service. Your patronage or inquiry is solicited for any warehousing or distribution service. Details on request.

Lyon Storage Company

NEWARK, N. J.

The McGANN Co., Inc.

Offices, 100 Front Street Telephone 1620 Market.

Merchandise Storage, Trucking and
Distributors

NEWARK, N. J.

We operate three fireproof warehouses for the storage and distribution of merchandise.

Warehouses located near all Rail and Water Terminals.

Motor delivery service throughout New Jersey and New York. For further information address

MOONEY'S STORAGE WAREHOUSES

Offices
35-37 VAN BUREN STREET, NEWARK, N. J.
Phones: 4370-1 Mulberry Est. 1882

TRENTON, N. J.

"Expert Service"**Arcade Express & Storage Co.**

Harry A. Douglass, Prop.

Merchandise and Furniture Storage Warehouse

Distributors and Forwarders

In Main Business Section of City

Motor Van Service

13-17 East State Street, Trenton, N. J.

Bill via any R. R.

TRENTON, N. J.

**Petry
Express & Storage Co.**

(INCORPORATED)

STORAGE WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS

MOVERS—PACKERS—SHIPPERS

MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.
Members N. Y. F. W. A. and I. F. W. A.

ALBANY, N. Y.

SECURITY**STORAGE & WAREHOUSE CO., INC.**

Jas. G. Perkins, Custom House Broker
1 DEAN STREET

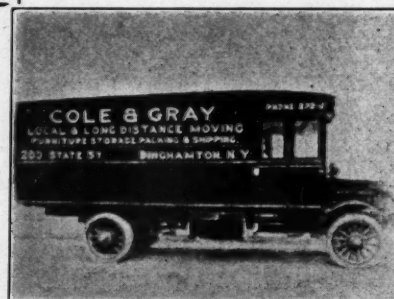
Storage, Transferring and Forwarding
Direct Track Facilities Pool Car Distribution

BINGHAMTON, N. Y.

THREE
WAREHOUSES
33 Years in Business

Merchandise
Distribution
and Pool Car
Shipments Given
Special
Attention

Storage of Household Goods,
Merchandise,
Implements and
Machinery.
Auto Trucks
Heavy Haulage

**COLE & GRAY**

203 State Street

Binghamton, N. Y.

BINGHAMTON, N. Y.

MOLLEN TRANSFER & STORAGE CO.

—P. O. Box 872—

TWO WAREHOUSES

SIDING ON ERIE WE SPECIALIZE IN
Merchandise Distribution—Pool Cars—also all classes Transfer Work.

Members Chamber of Commerce—Illinois and New York
Furniture Warehousemen's Association.
American Warehousemen's Association.

BINGHAMTON, N. Y.

Member Chamber of Commerce

JOHN B. SOUTHEE

STORAGE WAREHOUSE AND VAN OFFICE

MOVING AND TRUCKING OF ALL KINDS

178 STATE STREET

Office Phone 1366
House Phone 1799

Residence,
60 Moeller St.

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

BRONXVILLE, N. Y.

Gramatan Warehouse

New, Modern and Up-to-Date Furniture
Warehouse Under Construction

ORDERS ACCEPTED FOR COMING SPRING

PACKING—MOVING—STORAGE

R. R. Siding on N. Y. Central R. R.

FRANK B. VALENTINE
MANAGER

Telephones:
Day—Bronxville 1456
Night—Mt. Vernon 328-M

BROOKLYN, N. Y.

Cable Address, *Jenkinlis*
Western Union

Long Distance Phones
3100-3101-3102 Bedford



ABSOLUTELY FIREPROOF

Long Island Storage Warehouses

Nostrand and Gates Avenues

BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Try shipping this way. We know

BROOKLYN, N. Y.

Established 1889

Chas. D. Strang's Montauk Storage Company

195 So. PORTLAND AVE.

Send your shipments to Brooklyn in my care.
Both your customers and yourself will receive
prompt, careful and courteous attention.

Storage, Moving, Packing and
Shipping of Household Goods.

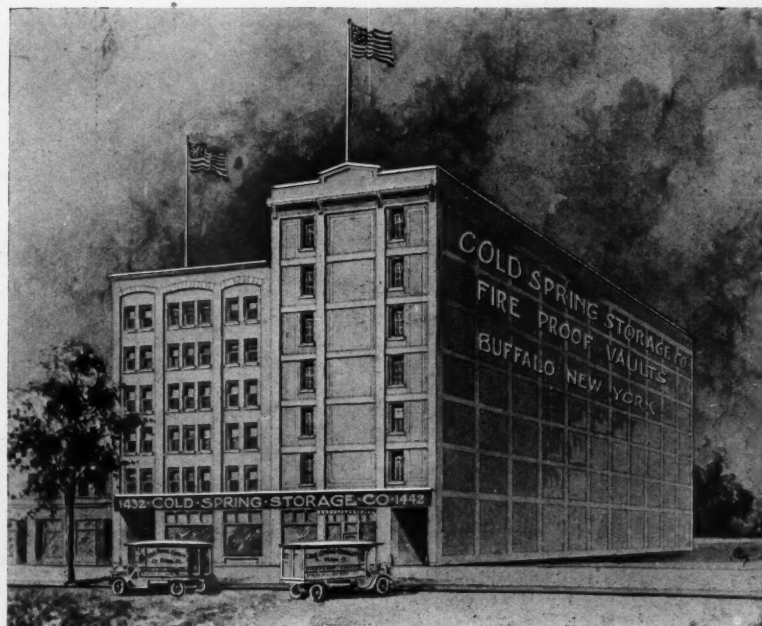
N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

BUFFALO, N. Y.

WE WILL LOOK AFTER YOUR INTEREST AT BUFFALO



After

25 Years' Efficient Service

We have just completed a

SEVEN STORY

"UP TO DATE"

**FIRE PROOF
WAREHOUSE**

The best in existence to-day; the last
say in storage warehousing up-to-the-
minute.

NOW

With our trained corps of experienced
and expert workmen, our five ware-
houses, our large fleet of auto moving
van trucks, and unequalled facilities

WE ARE AT YOUR SERVICE

and solicit your Buffalo shipments.

EXPERTS in storage, moving, packing
and shipping household goods of every
description.

Members of Buffalo Chamber of Commerce, Illinois Furniture Ware-
housemen's Ass'n, New York Furniture Warehousemen's Ass'n.

Cold Spring Storage Company

J. W. POWELL & SON, Props. & Mangrs.

BUFFALO, N. Y.

BUFFALO
STORAGE & CARTING COMPANY
 STORAGE, TRANSFER AND
 FORWARDING
 Warehouse on New York Central Tracks

BUFFALO, N. Y.

O. J. GLENN & SON
 Everything in the Line of Moving,
 Carting, Packing, Storage
 OFFICE: 204 TERRACE STREET

BUFFALO, N. Y.

Monarch Storage & Warehouse Co., Inc.
 "SERVICE"

In distribution of goods for National Merchandisers.
 286-308 Elm St., Buffalo, N. Y.

ELMIRA, N. Y.

WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and
 Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING
 Best Warehouse in the Southern Tier.
 Low insurance.

Reference: Second National Bank,
 Chemung Canal Trust Co.
 and many mercantile houses.

JOSEPH BIMBERG SONS
 Elmira, N. Y.

ELMIRA, N. Y.

Elmira
Storage & Sales Co., Inc.

BEST DISTRIBUTING POINT in Western New
 York and Pennsylvania.

Warehouse, 50,000 square feet floor space, can ac-
 commodate 100 cars of merchandise.

Free switching privileges D., L. & W., Erie, Penna.
 and L. V. railroads. Switch enters building; can
 load and unload under cover.

**General Merchandise and Storage. Forwarding
 and Transferring a specialty.**

Competent help in office and warehouse. We can
 be used as a branch house at no extra expense.

We do our own trucking.

FLUSHING, N. Y.

Blackham Storage & Trucking Co.
 INC.

We do a general storage, moving, carting and
 packing business covering Flushing and
 Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

GLENS FALLS, N. Y.

H. A. STEVENS & SON

Furniture and Merchandise Storage. Local
 and Long Distance Moving Packing, Crating.

NEW YORK, N. Y.

"Every Room is an Actual Vault"

**Atlas Fireproof Storage
 Warehouse Co.**

157 159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping
 A terminal of every railroad in immediate
 vicinity. Bill "Harlem Terminal." Auto-
 mobiles taken in dead storage.

Consign your shipment to us for proper
 attention.

NYFWA

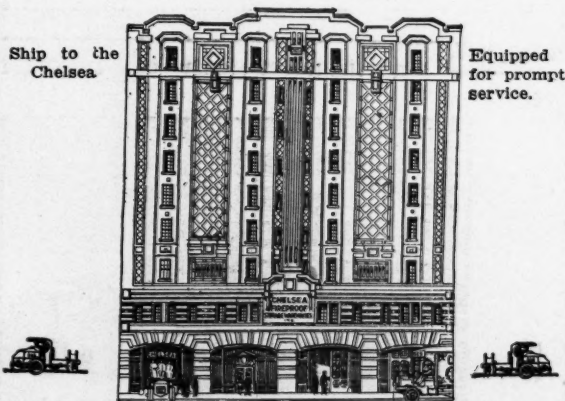
VOA

NEW YORK, N. Y.

Chelsea Fireproof Storage Warehouses, Inc.

COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping, Express
 and General Trucking



Our Harlem Warehouse

Chelsea Fireproof Storage Warehouses, Inc.

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office
 426-434 West 26th St.

Harlem Branch
 112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association
 Illinois Furniture Warehousemen's Association
 The Merchants' Association of New York

**If Your City Isn't
 Represented Here**

Put it on the shippers' map by
 inserting your card in this space.

NEW YORK, N. Y.

This Warehouse Location Is Right In The "Heart of Things"

Our New Merchandise Warehouse contains 400,000 cubic feet storage space with provision, in its construction, for an additional space of 900,000 cubic feet. Its location is within one square of river lightering piers, close to all railroad freight piers, ocean steamship, coast-wise and Hudson River Line Piers and also within three squares of the New York State Barge Canal Terminal.

Prompt handling of your consignment in any quantity, large or small, will be our specialty. Your distributing and freight forwarding will be trucked with teams or automobiles as economy in the cost of carting dictates.

"AUTOMATIC FIRE INSURANCE"
on your goods upon delivery at the warehouse, if desired. Space and Service contracts can now be made.

Willoufred
WAREHOUSES
Inc

665 to 673 Eleventh Avenue
and
601 to 603 West Forty-eighth Street
New York City

The Economical Handling of Merchandise

is one of the greatest of industrial problems. The production of goods has been developed to the fullest—the sale of goods has been receiving the attention of business leaders for the past decade—and now comes for scientific considerations

The Distribution of Goods

Many a big concern loses a large percentage of its profits by not being familiar with existing facilities for the transfer and storage of its shipments.

The Transfer and Storage Directory (Third Edition)

should be in the possession of every traffic manager and shipper as well as on the desks of the officials of every storehouse and transfer company.

\$3.00 a Copy. Postage Prepaid

Contains data on how to compute warehouse rates according to the overhead expense; investment and income desired. How to base rates for handling commodities in and out of the warehouse.

Full particulars of warehouses and transfer companies throughout the United States and Canada, with names of officers, investment, capacity, facilities, railroad connections, etc.

Full Bound in Substantial Cloth. 386 Pages. (5 x 8 in.)

Distribution & Warehousing

239 West 39th Street, New York

NEW YORK, N. Y.

Immediate Automatic Insurance —a new service in warehousing

A NEW and vital service in storage warehousing has been introduced by this Company, whereby Immediate Automatic Insurance of merchandise, at attractive rates, is effected (if desired), without inconvenience to the owner.

Twelve modern fireproof warehouses in the Metropolitan District of New York—bonded or free, convenient to railroad terminals, and within free lighterage limits of New York harbor. Loans on commodities stored with us may be obtained through our affiliated company, the Warehouse Finance Corporation.

INDEPENDENT WAREHOUSES

INCORPORATED

415-427 GREENWICH STREET, NEW YORK

Inaugurated by GUARANTY TRUST COMPANY OF NEW YORK
and LIBERTY NATIONAL BANK OF NEW YORK

NEW YORK, N. Y.



MORGAN & BROTHER

Storage Warehouses
and Motor Vans

MOVING STORAGE PACKING

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed
and Shipped to all Parts of the World*

230-232-234-236 WEST 47th STREET
TELEPHONE Near Broadway
52 BRYANT

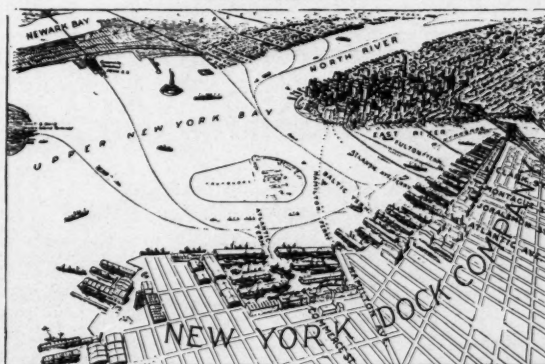
Cable Address: MORGANWARE

Members:

New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association
Van Owner's Association of Greater New York

NEW YORK, N. Y.

Largest Bonded and Free Warehouse and Pier System in the Western Hemisphere



Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS
20 MANUFACTURING BUILDINGS
3 RAILROAD TERMINALS

Buildings for lease with lighterage and railroad facilities

NEW YORK DOCK COMPANY

44 Whitehall Street, New York
Calendar showing map of New York Harbor sent on request

NEW YORK, N. Y.

Julius Kindermann & Sons

Three large fireproof storage warehouses adjacent
to Washington Heights and all counties
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

NEW YORK, N. Y.

Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service
Adjacent to all Bronx Terminals. Economic and
Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

Phone Spring 8732-8733

North River Warehouses, Inc.

606-608-610 Washington Street, New York City

Merchandise Storage and Distribution
Centrally Located To All RR Terminals

NEW YORK, N. Y.

A Room for Every Load of Furniture
**The Tiffany Fireproof
Storage Warehouses**

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx, ship
to us. We are conveniently located near all rail-
road terminals.

Efficient service, our motto.
Packing — Shipping — Crating.

Members of
N. Y. F. W. A., V. O. A. of Greater New York.

NEW YORK, N. Y.

Vandam Warehouse Co., Inc.

General Offices—No. 29 Broadway
NEW YORK CITY

Phone Whitehall-353.

8 CITY WAREHOUSES

also

Waterfront Pier and Warehouses:
MARINERS HARBOR, STATEN ISLAND

NIAGARA FALLS, N. Y.

WILLIAM YOUNG

TRANSFER AND STORAGE OF
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY
"Unexcelled SERVICE"

ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

Blanchard Storage Co., Inc.

Storage Moving **HOUSEHOLD GOODS** Packing Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only ware-
house situated in center of city on N. Y. C. R. R. siding. Equipped
with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

ROCHESTER CARTING CO.

Members New York Warehousemen's Association
Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods
Two Large Storage Warehouses

162-164 ANDREWS STREET

ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ
COMPANY**

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses
Two Non-fireproof Warehouses
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are
guaranteeing the most prompt and courteous service to
your patrons. You are also protecting your own in-
terests, because we will return all collections promptly
and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n.

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

SCHENECTADY, N. Y.

SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

SCHENECTADY STORAGE & TRUCKING COMPANY

SYRACUSE, N. Y.

Flagg Storage Warehouse**TWO FIREPROOF WAREHOUSES**

STORAGE OF GENERAL MERCHANDISE
and HOUSEHOLD GOODS

We are in position to render quick and efficient service.

Centrally located to all jobbers and freight houses.

Correspondence Solicited.

100 Townsend St.,

Syracuse, N. Y.

SYRACUSE, N. Y.

Merchandise
Distribution
Given
Especially
Attention



Storage of Household Goods, Merchandise and Machinery
**IF YOU WANT REAL SERVICE—TELL ME
YOUR REQUIREMENTS**

**HOOKEYWAY'S
Storage Warehouse**

725 E. Water St.

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while
to earn their reciprocity.

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

**COMMERICAL and FURNITURE
STORAGE
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

SYRACUSE, N. Y.



CONSIGN your Syracuse shipments of merchandise or Household Goods to us. Railroad siding in connection with our warehouse.

Mail bills of lading direct to us. We make no charge for collections and remit promptly.

A big transfer job does not stagger us. We own and operate a fleet of auto trucks to facilitate modern and reliable service.

Yours for Co-operative Service

**SYRACUSE FURNITURE &
FORWARDING CO., Inc.**

270-272 James St., Syracuse, N. Y.

STORAGE PACKING SHIPPERS AGENTS

TROY, N. Y.

EMPIRE STORAGE WAREHOUSES

TROY, N. Y.

GENERAL STORAGE AND DISTRIBUTING

UTICA, N. Y.

Consign Utica Shipments

to

**JONES-CLARK TRUCKING AND
STORAGE CO., Inc.**

127-135 Hotel St.

SPECIAL ATTENTION given to Mer-
chandise Distribution and Pool Car Ship-
ments. Storage of Merchandise, Furniture,
New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

UTICA, N. Y.

**UTICA
CARTING & STORAGE COMPANY**Storage, Trucking, Forwarding,
Shipping, Rigging, Transferring,
Distributing, Checking, Packing**MOTOR VANS FOR LONG DISTANCE**

Members New York and Illinois Associations.

RALEIGH, NORTH CAROLINA

Carolina Storage & Distributing Co.

Raleigh (Bonded) North Carolina
We store, reship and distribute all classes of freight. Modern
brick warehouses located on railroad tracks. Pool car dis-
tribution a specialty. Being centrally located, reaching a popu-
lation of over 1,500,000 within a radius of 100 miles, and having
excellent railway service. Raleigh is most logical distributing
point for this territory.

MINOT, N. D.

CONSIGN YOUR SHIPMENTS TO
THE MINOT WAREHOUSE & STORAGE
FACTORY DISTRIBUTORS

Household Goods and Merchandise Stored. Reinforced
concrete building with brick walls and hollow tile inner
walls.

PRIVATE TRUCKAGE MOTOR EQUIPMENT

CANTON, OHIO

CUMMINS STORAGE COMPANYSTORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

310 EAST NINTH STREET

CINCINNATI, O.

STORAGE

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIESPrompt Deliveries by Motor
Complete Transfer Facilities

Member
of
New York Furniture
Warehousemen's
Association
and
Illinois Furniture
Warehousemen's
Association

**FRED
PAGELS**

937 West 8th St.



CINCINNATI, OHIO

"STACEY FIRST"

SERVICE
**FIREPROOF AND NON-FIRE-
PROOF WAREHOUSES**

MODERN MOTOR
VAN EQUIPMENT**RELIABILITY**Established 1891 Investment \$250,000
Your interests carefully protected**STACEY STORAGE CO.**

2333 Gilbert Avenue

CLEVELAND, OHIO

SERVICE IS THE THING

For You and Your CLEVELAND Customers

LET US SERVE THEM AS
THEY SHOULD BE SERVED

Our Equipment—Fireproof and
Non-Fireproof Storage. Motors
and Horse-Drawn Vans.

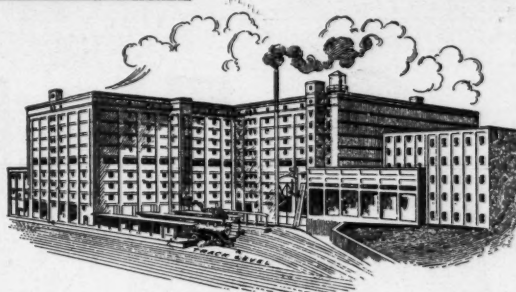
Our Organization is complete and
is more than ample for the largest
and most difficult proposition.

We Conserve Your Interests

**THE CENTRAL STORAGE
WAREHOUSE CO.**

1843 East 55th Street
5601 Hough Avenue

CLEVELAND, OHIO



3,000,000 cubic feet General Storage and
Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

New, Fire Proof Building

SERVICE
Is all we have to sell.

We solicit your business

Ninth Street Terminal Warehouse Co.
WM. J. HOGAN, President
Cleveland, Ohio

CLEVELAND, OHIO

**Pick
Your Consignee**

from

the companies listed in this
section—They are the “live
wires” of the field and will
handle your shipments
promptly and efficiently

**THE
CLEVELAND
STORAGE CO.**

Established 1883

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

Under Railroad Rules in effect October, 1918,
all roads absorb carload switching charges.

CLEVE

MOTOR TRUCKS GIVE BETTER SERVICE.

WE USE THEM

The
KNICKERBOCKER
STORAGE CO.
7724 DETROIT AVE.

The
LINCOLN FIREPROOF
STORAGE CO.
5660-5704 EUCLID AVE.

The
LAKE SHORE MOVING
AND STORAGE CO.
664 EAST 105TH ST.

The
SCOTT BROS. FIRE-
PROOF STORAGE CO.
1838-40 EAST 55TH ST.

LAND.O

FIREPROOF WAREHOUSES GIVE BETTER PROTECTION. WE HAVE THEM

The
NEAL FIREPROOF
STORAGE CO.
7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

The
REDHEAD
STORAGE CO.
2041 EAST 105TH ST.

HOUSEHOLD GOODS EXCLUSIVELY

The
EUCLID AVE. FIRE-
PROOF STORAGE CO.
11605-09 EUCLID AVE.

WINDERMERE
TRANSFER, MOVING
AND STORAGE CO.
14136 EUCLID AVE.

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street

COLUMBUS, OHIO

THERE IS
NOTHING TOO LARGE
NOR TOO SMALL
FOR US TO HANDLE

THE BUCKEYE
TRANSFER & STORAGE COMPANY

COLUMBUS, OHIO

Safety First

The Fireproof
Warehouse & Storage Company
1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service
Vaults for Valuables **Private Rooms**

COLUMBUS, OHIO

THE
KUTSCHBACH-MCNALLY CO.
Complete Facilities for Storing and Forwarding
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks
Manufacturers' Distributors **MOTOR Equipment**
Member Interstate Warehousemen's Association

COLUMBUS, O.

The Merchandise Storage Company
Columbus, Ohio
General Storage & Distribution
Office: 29 Vine St.

DAYTON, OHIO

THE LINCOLN STORAGE CO.
"Fireproof"
BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.
313-315 EAST FIRST STREET
A. B. Compton, Vice-President

DAYTON, OHIO

THE UNION STORAGE CO.
U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

MANSFIELD, OHIO

THE COTTER
TRANSFER AND STORAGE CO.
FIREPROOF AND NON-FIREPROOF
WAREHOUSES

Furniture and Merchandise Storage

Motor Trucks Heavy Hauling Distributing

The Cotter System

Members New York, Illinois and American Warehousemen's Assns.

SANDUSKY, OHIO

The Island & Terminal Transfer Co.
JOHN A. MILLOTT, MGR.
TRANSFER, DRAYAGE and STORAGE
New Three-story Fireproof Building, also Non-fireproof
Buildings
MERCHANDISE AND HOUSEHOLD GOODS
Complete Distributing Steamboat Landing and
Facilities Railroad Siding

SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

WAGNER
FIREPROOF STORAGE & TRUCK CO.
Siding on Pennsylvania Lines
Complete Facilities for Distribution of Pool Car Shipments
Moving—Packing—Shipping—Storing
Household Goods and Merchandise

TOLEDO, OHIO

DEPENTHAL
TRUCK & STORAGE COMPANY
108 SUMMIT STREET
Member of New York, Illinois, and Southern Furniture
Warehousemen's Associations

TOLEDO, OHIO

THE GENERAL
FIREPROOF STORAGE CO.
651-655 STATE STREET
Household Goods Exclusively
Members: Illinois Furniture Warehouse Association
American Warehouse Association

TOLEDO, OHIO

THE TOLEDO
MERCHANTS' DELIVERY COMPANY
128 SUMMIT STREET
* AUTO SERVICE—FIREPROOF STORAGE
Household Goods and Automobiles Moved, Packed, Shipped and
Stored. Safes, Boilers, Machinery and Smokestacks Moved.
100% SERVICE
Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.
928-930 GEORGE STREET
TOLEDO, OHIO
STORAGE OF MERCHANDISE
Special Attention to Pool Car Distribution

YOUNGSTOWN, OHIO



Local and Long Distance Hauling
Manufacturers' Distributors Carload Distribution

TULSA, OKLA.

Tulsa Warehouse Company

Inc. \$200,000

Our business is your business in Tulsa.
We store your merchandise.
We look after your shipments.
We collect your drafts and accounts.
We distribute your samples.
We make you reliable credit reports.
We trace your cars and save you demurrage.
We furnish offices for rent to our patrons.
We loan you money on your warehouse receipts.
We give you real service promptly.
If there is anything else we can do for you, our services are at your command.

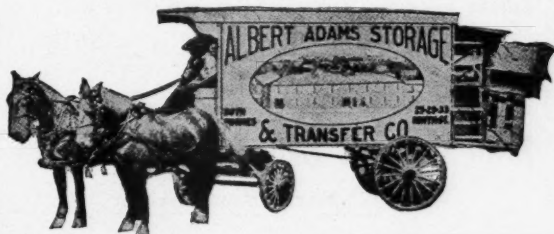
ORRA E. UPP, President and Manager.

ZANESVILLE, OHIO

ALBERT ADAMS
STORAGE AND TRANSFER CO.

25-29-33 Ninth St.

Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space



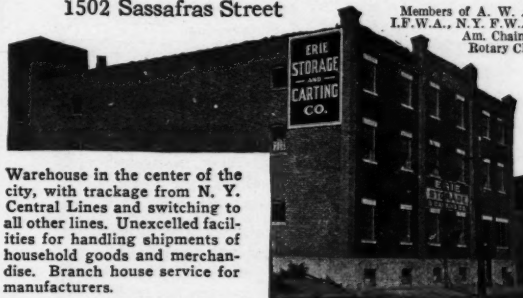
ERIE, PA.

ERIE

STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I. F. W. A., N. Y. F. W. A.,
Am. Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

CLINTON, OKLAHOMA

100 miles from any other jobbing center. Distributors for
WESTERN OKLAHOMA

Clinton is the junction point of C R I & P C & O W, St. L & S F and K C M & O Railroads.

No better point for distribution.

No better facilities than ours.

CHURCH WAREHOUSE & TRANSFER CO.

All kinds Transfer and Storage.

HARRISBURG, PA.

Pool Cars

Received-Checked-Distributed
and

Forwarded in Less Than Car Lots

Penna. RR Harrisburg Storage Co.
Sidings Harrisburg, Pa.

OKLAHOMA CITY, OKLA.

Fireproof
Warehouses for
Household
Goods and
Merchandise.

Members of I. F. W. A.,
New York, American
Chain, Central, South-
ern, Pacific Coast
Warehousemen's Asso-
ciation.



O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

OIL CITY, PA.

CARNAHAN TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty
Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE

Office and Warehouse:
Market and Thirty-seventh
Streets,
Philadelphia, Pa.

Member Pennsylvania,
New York, Illinois,
and Southern Furniture
Warehousemen's Associations

Service is the measure of the difference between good work and poor.

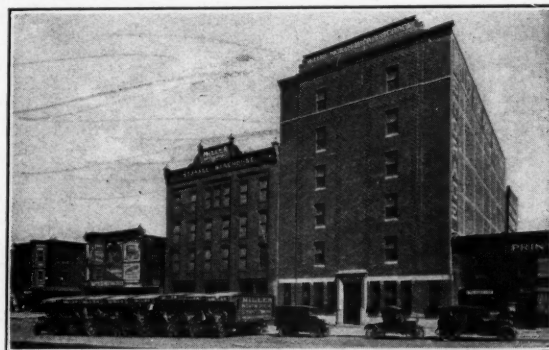
Service of the right sort in the storage, moving, packing and shipping of household goods and office furnishings exclusively, constitutes our business.

As it relates to shipments consigned to us, we interpret service to require safeguarding the interests of the shipping warehouse, prompt remittance of collections, fair charges and treatment to customers, and to all—courtesy.

We solicit your Philadelphia shipments.

For West Philadelphia and general city delivery consign C. L. and L. C. L. shipments—P. R. R., 30th and Market Sta. Station; B. & O. R. R., 24th and Race Sta. Station; P. & R. Rwy., 23rd and Arch Sta. Station.

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

Collections through our office will assure prompt returns.

Fireproof and Non-Fireproof Warehouses

Miller North Broad Storage Co.

2709-2721 North Broad Street

PHILADELPHIA, PA.

OUR HOBBY

is the distribution of goods for
National Merchandisers

North Philadelphia Storage Co., Inc.

SHIBE BALL PARK

PHILADELPHIA, PA.

We Stand for a Square Deal

International Warehousing Co. General Storage

Delaware Ave., Queen and Swanson St.

Forwarding & Distributing

P. R. R. Siding

If Your City Isn't Represented Here

Put it on the shippers' map by
inserting your card in this space.

PHILADELPHIA, PA.

PENN STORAGE & VAN COMPANY

2136 MARKET STREET

"Let Wightman do it"

PHILADELPHIA, PA.

Philadelphia Local Express

1004 1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.



Columbia Ave. Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars**

Large Organization. Competent Office Warehouse Staff
Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

Consign Your Philadelphia Shipments to
The Safety Storage Van and Packing Co.
Established 1884

3712-3714 Market Street

Motor Truck Moving—Storage—Domestic and
Foreign Packing

PHILADELPHIA, PA.

Established 1903

TROTH'S
MERCHANDISE DISTRIBUTORS
MODEL WAREHOUSES

MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

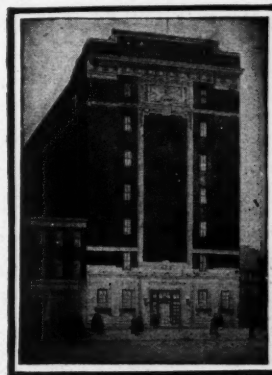
Address
Office—5th and Byron Streets
CAMDEN, N. J.

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

PHILADELPHIA, PA.

20th CENTURY



The location of the 20th Century Storage Warehouse Co. surpasses all other warehouses in Philadelphia. It is absolutely in the center of the city.

Thirty-two squares east flows the Delaware River. Thirty odd squares west marks the western limits, while Market Street is the axis which divides North and South Philadelphia.

20th CENTURY STORAGE WAREHOUSE CO.

3120-22-24-26-28-30 Market St.
Philadelphia, Pa.

PITTSBURGH, PA.



Fireproof
I will grow four
more stories



Garage & Stables

BLANCK'S Transfer & Storage Co.

Moving, Packing and Storage
MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



Fireproof

6344

Penn

Ave.

E E



Fireproof

PITTSBURGH, PA.

HASLEY BROTHERS TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

HOEVELER WAREHOUSE COMPANY MOVERS AND STORERS

750 MILLVALE AVENUE

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

Oakland Ex. & Transfer Co.

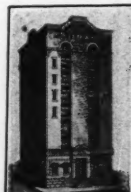
Packers, Storers and Shippers of

HOUSEHOLD GOODS

229 ATWOOD STREET

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.



THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.



Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

Building 100 x 125—8 Stories Front
9 Stories Rear—Garage in Basement—Just Completed



Shanahan Transfer & Storage Company

Fireproof Storage for Household Goods.

All Separate—1200 Fireproof Rooms.

Furniture Moved and Packed for Shipment.

Motor Vans, Trucks.

Special Heated Piano Floor

Fifth Ave. at McKee Place

(Next Door to You)

Established 1865.

Over 50 Years

PITTSBURGH, PA.

J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

PITTSBURGH, PA.

**WEBER
EXPRESS & STORAGE COMPANY**

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4 6 2 0 H E N R Y S T R E E T

SCRANTON, PA.

SCRANTON, PA.
WILKES-BARRE, PA.

Established 1894.

"He Profits Most Who Serves Best"

(Rotary)

**The Quackenbush
Warehouse Co.**

Incorporated

Warehousing of every description. Storing, Packing
Carting, Shipping. R.R. Siding. Manufacturers
Distributors

Correspondence Solicited

Wilkes-Barre, Pa.

Scranton, Pa.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

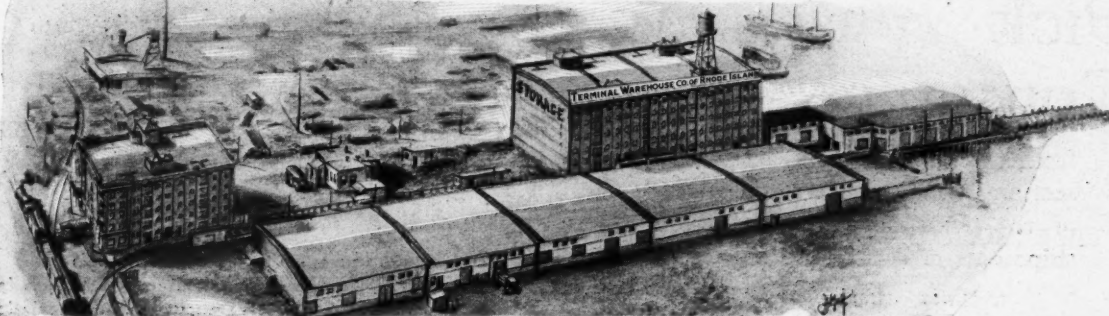
62 to 70 Dudley Street.

**If Your City Isn't
Represented Here**Put it on the shippers' map by
inserting your card in this space.

PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO.
OF RHODE ISLAND**Allen Avenue, foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.**Several Acres of Yard Storage—Sidetrack Capacity 75 Cars—
Also the most modern Storage Warehouse in New England.**Lowest Insurance Rates Shipping Directions: Good Depth of Water
Direct Track Connection South Providence Weighing, Sampling and Shipping
N. Y., N. H. & H. R. R. Rhode Island by Experts permanently employed.

Our Location centre of the Manufacturing Industries of New England

Deliveries either by Rail or Motor Trucks from our location to most any point
in New England.Wm. M. Harris, Jr.,
Treasurer and
General Manager.
W. P. MacDonald,
Superintendent.

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
 HOUSEHOLD GOODS AND MERCHANDISE
 Modern Fireproof Building
 Private Siding With All Rail Connections.

CHATTANOOGA, TENN.

THE CHATTANOOGA
TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

BEAUMONT, TEXAS

BEAUMONT BONDED
WAREHOUSE CO.

WE DO POOL CAR DISTRIBUTING, MOVING, PACKING,
 SHIPPING AND STORAGE.

Long distance hauling by Motor Trucks. 50,000 feet
 storage space. R. R. track in building—no charges for
 switching.

BEAUMONT, TEXAS

EL PASO, TEXAS

WESTERN
TRANSFER & STORAGE COMPANY
 1125-31 TEXAS STREET

ONLY FIREPROOF STORAGE IN EL PASO
 Forwarders and Distributors—Trucking of all kinds—Distribution
 Cars a specialty—Warehouse on Track

Pick Your
Consignee

from the companies listed in this
 section—they are the "live wires"
 of the field and will handle your
 shipments promptly and efficiently.

*It is also worth your while
 to earn their reciprocity.*

DALLAS, TEXAS

CARLOAD DISTRIBUTION & STORAGE

Merchandise and Household Goods

The Inter-State
Forwarding Co.

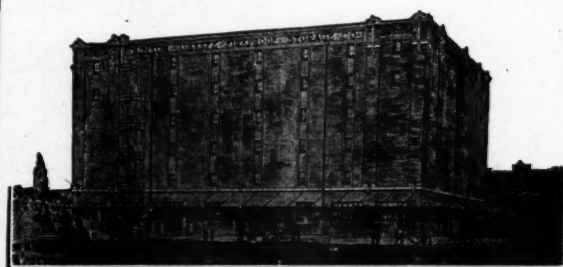
Cor. Elm & Jefferson St.

The Center of the Wholesale District

120,000 Sq. Ft.
 on T. & P. R. Capacity Unloading 12
 Cars Per Day.

Maintains an organization for service in all branches of
 Warehousing and Distribution

W. I. FORD and R. E. EAGON
 Associate Managers

FORT WORTH, TEXAS

Binyon-O'Keefe
Fireproof Storage Company

Est. 1875

Your consignments to Fort Worth
 will receive intelligent service. We
 have a siding on the Rock Island Rail-
 road with free switching from all lines.
 Fireproof warehouse, 90,000 sq. ft.,
 yard storage, factory distributors.

Members of

Illinois Furniture Warehousemen's Association
 Southern Furniture Warehousemen's Association
 Central Warehousemen's Association

FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.

INCORPORATED

Merchandise Distribution, General Storage
Manufacturers' Representative

PRIVATE SIDING WITH ALL RAIL
CONNECTIONS

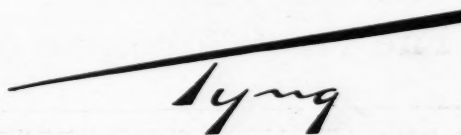
Fort Worth with its seventeen railways is the logical
distributing center for Texas and the Southwest.

Absolutely Fireproof Warehouses

SALT LAKE CITY, UTAH

SALT LAKE CITY IS A
NATURAL DISTRIBUTING CENTER

We Make a Specialty
of Carload Distribution



Warehouse and Storage Company

MERCHANDISE WAREHOUSING AND
DISTRIBUTION
COLD STORAGE

Served by all railroads

Salt Lake City, Utah

142,000 Square Feet of Floor Space

SAN ANTONIO, TEX.

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.

SAFETY

COURTESY

SERVICE

PETERSBURG, VA.
HOPEWELL, VA.

Distributing and Forwarding

POOL CARS

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

WACO, TEXAS

MASON

TRANSFER & STORAGE COMPANY

217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Trucking
of all kinds. Warehouse on track. 7 Denby Trucks

CHARLESTON, WEST VA.

Mathews Storage & Transfer Co.

Warehousing—Distributing—Forwarding—Transfer
Merchandise—Automobiles—Household Goods
Brick and Concrete Warehouses—Private Ry. Siding.

Members: { American Warehousemen's Ass'n
American Chain Warehouses
Motor Truck and Team Service.

WACO, TEXAS

Weatherred Transfer and Storage Co., Inc.

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping,
storage, long distance hauling by trucks.

If the City to which you are shipping
is not represented in this list,
choose the nearest as the geographical
arrangement will help you.

ABERDEEN, WASH.

A. A. STAR TRANSFER CO.

401-403 SOUTH F STREET

ABERDEEN

WASHINGTON

WE DO EVERYTHING IN THE
LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

SEATTLE, WASH.

Duggan Transfer Company

SEATTLE TACOMA
Pool Car Distributors
Fire Proof Warehouse

YAKIMA, WASH.

MILLER & LENINGTON

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

TRANSFER-STORAGE-WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street Sidney Hotel Bldg.
Phone 571

SEATTLE, WASH.

United Warehouse Company

SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

YAKIMA TRANSFER & STORAGE CO.

Office and general storage warehouse No. 25 North Front, directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square feet of floor space devoted exclusively to the storage of merchandise. Every facility for clean, economical, storage and handling of commercial accounts.

Auto trucks and teams.

SPOKANE, WASH.

McAllister Warehouse Company

W. E. Burke, Manager

Commercial Storage and Distributing as You Want It. Your Methods Are Our Methods. For satisfactory results ship to us.

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods

Moving and Packing by Experts C. L. & L. C. L. Distribution

Collections Remitted Promptly

We Solicit Your Business

TACOMA, WASH.

PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

"The Nation's Freight Car"

Fifteen years of application, study and progress throughout the warehousing business; skill, judgment, high ideals and *proven* ability —

Could you ask a better recommendation of a *man* who sought to enter your employ?

The same recommendation may well be asked of motor trucks. The proven ability of Diamond T trucks to lower transportation costs is backed up by 15 years of successful manufacture, of application, study and progress—all the way from *de luxe* passenger cars to high-grade, heavy-duty motor trucks.

We would like to explain the structural reasons for Diamond T super-performance. Why not write for detailed, specific information?

DIAMOND T MOTOR CAR CO.

Builders of "The Nation's Freight Car"

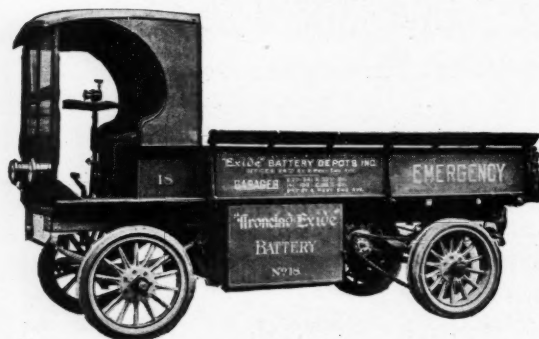
4558 West 26th Street

CHICAGO, ILL.

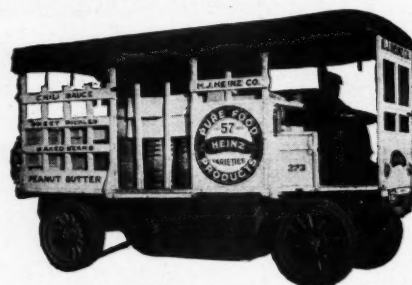


The
"Ironclad-Exide"
BATTERY

CONSIDER THE



Rugged and Powerful



The "Ironclad-Exide" equipped Electric is an ideal vehicle for heavy hauling



Equipped with battery of 42 cell MVS21 "Ironclad-Exide"



One of many Electrics in bakery industry equipped with "Ironclad-Exide" batteries



One of six Electrics operated by this Company, All "Ironclad-Exide" equipped

For EFFICIENCY

of transportation the first essential is the selection of the proper motor equipment—the right type of vehicle for the particular service. Within its field the electric is the most economical, reliable and efficient vehicle in service today.

Marvelous for its simplicity and ease of control, long lived and dependable, the Modern Electric equipped with the "Ironclad-Exide" battery is the gift of engineering ingenuity to the problem of lowest ton-mile cost—the real answer to transportation efficiency.

In solving your haulage problem for real efficiency

Buy the "Electric"

The
"Ironclad-Exide"
BATTERY

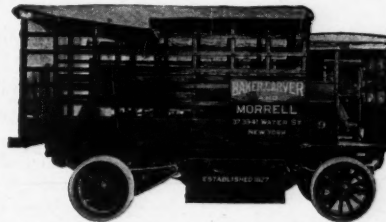
The Electric Storage Battery Co.

"ELECTRIC"

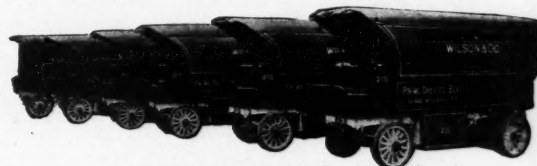
The
"Ironclad-Exide"
BATTERY



Safe and economical. The oil industry finds the "Ironclad-Exide" equipped Electrics likewise efficient



One of a large fleet of "Ironclad-Exide" Electrics used by this Company



Many "Ironclad-Exide" equipped fleets of Electrics are used — this one in the packing industry

For ECONOMY

and dependability the most serviceable and efficient power for every make of "Electric" is

The "Ironclad-Exide" Battery

Embodied in the construction of the "Ironclad-Exide" battery is every ounce of engineering knowledge gained by thirty-two years of experience devoted exclusively to the manufacture of storage batteries for every purpose. It is rugged, powerful, efficient and long lived.

For real transportation efficiency and economy, buy the "Ironclad-Exide" equipped electric.

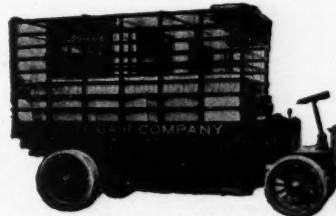
Investigate—get the facts—NOW. Write for copy of "Keep Them Moving" and list of manufacturers.

THE ELECTRIC STORAGE BATTERY CO.

The largest maker of storage batteries in the world
1888 PHILADELPHIA, PA. 1920

New York Boston Chicago Washington Denver San Francisco Cleveland
Atlanta Pittsburgh Minneapolis Kansas City Detroit Rochester St. Louis
Special Canadian Representative, Chas. E. Goad Engineering Co., Ltd., Toronto and Montreal

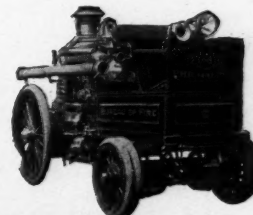
Batteries are made by this Company for every storage battery purpose



Electrics are used in over one hundred industries



Central Station Companies are among the largest users of "Ironclad-Exide" equipped Electrics



Dependable and Efficient

The Electric Storage Battery Co.

The
"Ironclad-Exide"
BATTERY

FOR WAREHOUSEMEN

We have an Insurance Service covering your needs in compensation and liability lines. The participating plan of our legal reserve Stock Company Policy has been investigated and endorsed by the AMERICAN WAREHOUSEMEN'S ASS'N, and by the CENTRAL WAREHOUSEMEN'S CLUB.

We have no cut-rate or bargain counter proposition to offer, but we do permit our policyholders to share in the profits of the business, and so provide in the policy.

Many years of experience in compensation and liability underwriting qualify us to serve you, and we present here a few sentences which strike the keynote of our service:

"Express our satisfaction at the prompt and willing method of handling our several claims. Has reduced the cost to a very low basis."

Fidelity Storage & Transfer Co., St. Paul.

"Very well pleased with the results of our 3 or 4 years' experience with your company. We have received each year a policy dividend of approximately 20% of our gross premiums."

Boyd Transfer & Storage Co., Minneapolis.

"Our claims have been taken care of promptly and the cost has been lower than any agency with whom we have figured."

Lincoln Fireproof Storage Co., Kansas City.

This business we procure and handle without the cost of agents. Do business direct with our Home Office and take advantage of the service and savings which we effect.

EMPLOYERS INDEMNITY CORPORATION

E. G. Trimble, President.

H. Woodhead, Vice-President.

Kansas City

Mercantile and Industrial Buildings of CONCRETE Mean—

Fireproof, permanent, practically maintenance-free structures.

Freedom from vibration, greater load carrying capacity and reserve strength.

Speed of construction, regardless of season.

Well lighted, clean, healthful surroundings—helping to make contented workers, who increase production.

First cost is practically the only cost.

Low insurance cost.

You'll be interested in our new booklet "Mercantile and Industrial Buildings of Concrete." Just ask our nearest District Office to send you a copy.

PORTLAND CEMENT ASSOCIATION

Offices at

Atlanta
Chicago
Dallas
Denver
Des Moines

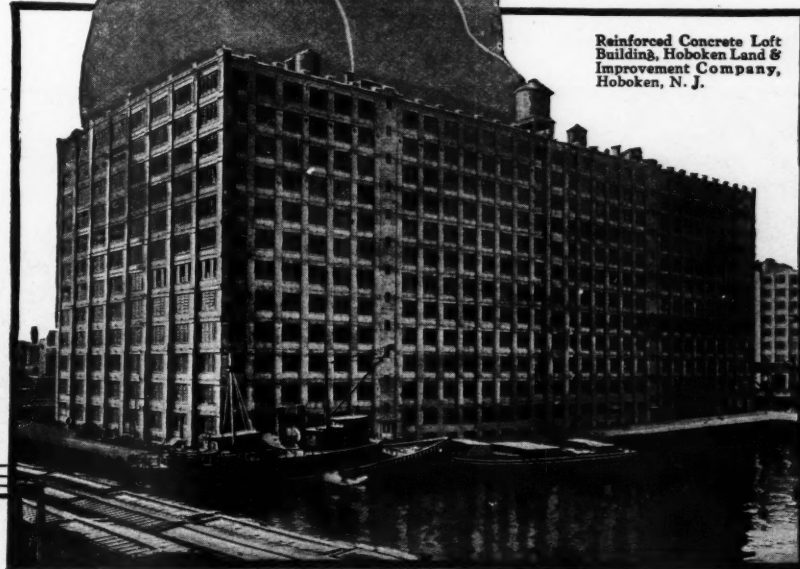
Detroit
Helena
Indianapolis
Kansas City

Los Angeles
Milwaukee
Minneapolis

New York
Parkersburg
Pittsburgh
Portland, Oreg.

Salt Lake City
San Francisco
Seattle
St. Louis
Washington

Reinforced Concrete Loft Building, Hoboken Land & Improvement Company, Hoboken, N. J.





General Motors Trucks

GMC Trucks are "Tailor Made" to Suit Your Needs

The various sizes of GMC trucks and the varieties of body equipment make these trucks well worth the consideration of every warehouse man.

GMC trucks range in size from the light, rapid model to the massive truck for the heaviest hauling. And body

equipment can be arranged to fit either size.

In other words, proper selection of a GMC truck is tantamount to a tailor made truck for all hauling purposes.

And these things are supplemented by GMC economy of operation, stability and reliability under all conditions.

(682)

GENERAL MOTORS TRUCK COMPANY

Branches and Distributors in Principal Cities

PONTIAC, MICHIGAN, U. S. A.





*Makes men
more capable*



*Electric or
hand power*



Overhead vs. Overhead

FAR above the reach of human arms go the heavy crates. And the higher they rise in the space overhead, the lower the overhead cost comes down.

The wasteful practice of "stepping" packages, and leaving inverted pyramids of open space, has given way to the Economy System. Every cubic foot now earns its cost.

American industries — more than a hundred different lines — have thus found additional storage space at no additional cost. Some even have been saved the expense of building new warehouses.

Economy Storage Engineers may be able to help you, too. Our free booklet, "Economy in Storage," explains.

The ECONOMY
SYSTEM

ECONOMY ENGINEERING COMPANY

2661 West Van Buren Street, Chicago, U. S. A.

BOSTON NEW YORK PHILADELPHIA DETROIT ATLANTA SAN FRANCISCO

How much space
are YOU wasting?

ECONOMY PORTABLE ELEVATORS and STORAGE RACKS

HIGHWAY TRAILER

EDGERTON
WISCONSIN

Highway Semi-Trailer, in use by the Arrow Motor Line, Chicago, earns \$75 a day. The truck alone earned but \$40 a day.



Cost \$1875 to \$3950 Less Than Trucks

Save 90% in Fuel; \$5 to \$7 Daily Driver Hire; 80% in Tire, Up-keep and Depreciation Costs.

These Savings
Average Per Unit
\$3000 to \$6000 Yearly

Why add more trucks to increase haulage capacity?

You can double the hauling and earning ability of your present truck with a Highway Trailer.

And you save from \$1875 on the 1½-ton size to \$3950 on the 6-ton size.

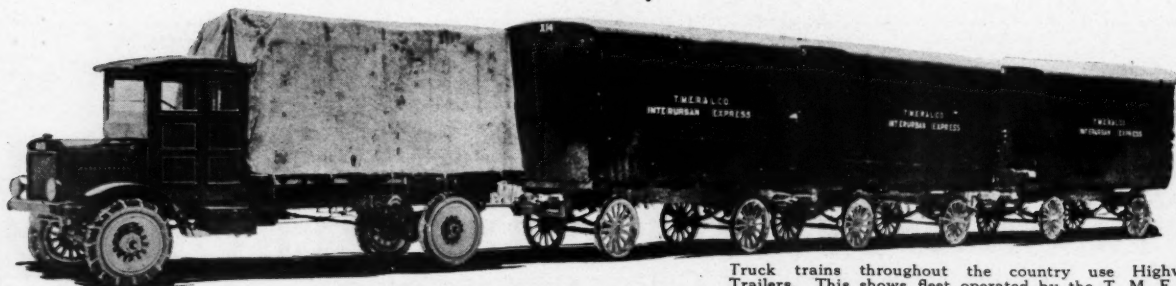
Savings in operation costs are even greater. They average from \$3,000 to \$6,000 a year on each unit. No extra driver hire: Less than 10% added fuel and tire costs, will operate a Highway Trailer on your truck equipment.

The superiority of Highway Trailer construction is proved by the fact that it was the only trailer accepted without design change by the United States Government, which operates more than \$1,000,000 worth.

If you do not know the nearest Highway Trailer dealer we will gladly supply his name and address.

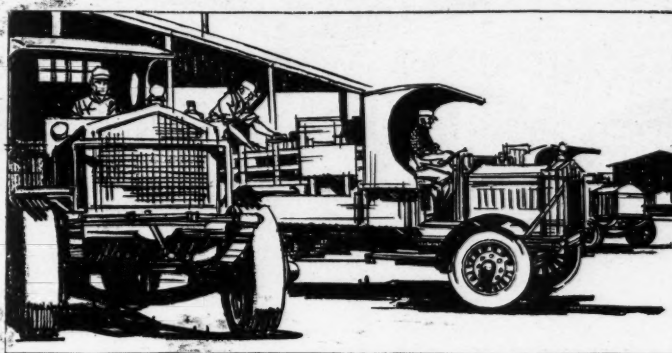
Write for booklet on "How to Save \$3,000 to \$6,000 a Year Per Unit, with Highway Trailers."

Average Truck Costs	1½ Ton	2½ Ton	4 Ton	6 Ton
	\$2600	\$3500	\$4000	\$5500
Highway Trailer Costs	\$725	\$935	\$1225	\$1545
Highway Trailer Saves	\$1875	\$2565	\$2775	\$3955



Truck trains throughout the country use Highway Trailers. This shows fleet operated by the T. M. E. R. & L. Co. of Milwaukee.

Any agent or broker can get you a North America policy



What protection has your motor truck investment?

The amount of money you have invested in motor equipment probably amounts to a substantial figure. You undoubtedly insure your trucks—every wise business man or organization does. But, in placing this insurance, have you given careful thought to the following vital factors:

- 1—Are you adequately insured both as to amount and coverage?
- 2—Does the company in which you are insured have sufficient financial strength?
- 3—Has it a reputation for liberal and prompt settlements?
- 4—Has it the facilities for quickly repairing your trucks in case of damage?

Why Take Chances on Just "Insurance"

when any agent or broker can get you a NORTH AMERICA POLICY? It costs no more than ordinary insurance and it guarantees maximum safety with the broadest possible protection.

The North America is the "oldest American stock insurance company," having been founded in 1792. It has survived every great war and national disaster, never having failed to pay its obligations with the utmost promptness.

Its automobile policies cover FIRE, THEFT, COLLISION and PROPERTY DAMAGE. Its thousands of agencies throughout the United States assure speedy settlement of all claims and the prompt repairing of damaged trucks.

The best insurance in the long run is less expensive than the cheapest. Insist on a North America Policy.

Fill out and mail the coupon and we will send you data

Insurance Company of North America Philadelphia

Capital \$4,000,000

Writers of Fire, Marine, Baggage, Parcel Post, etc.

Founded 1792



INSURANCE COMPANY OF NORTH AMERICA
Dept. 232 Walnut St., Philadelphia

Without obligating me in any way, send me full information as to automobile insurance covering the hazards I have checked off.

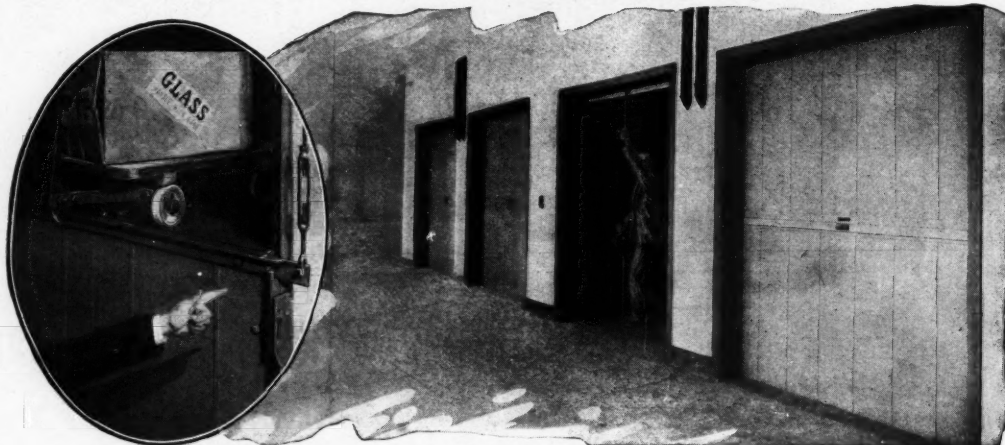
Name

Address

Number of Trucks

- ☐ Fire
- ☐ Theft
- ☐ Collision
- ☐ Property Damage

Put your
Elevator Door Problems
up to Peelle



The Truckable Feature of PEELE Doors is Exclusive!

THE wheels of heavy or light trucks pass smoothly and easily into or out of elevators where there are PEELE Counterbalanced Freight Elevator Doors. This is due to the truckable feature of PEELE Doors—a rigidly supported bar which perfectly bridges the gap between elevator and floor sill. And this *exclusive* PEELE feature is one of the many which make PEELE Doors supreme.

PEELE Doors embody the most approved elevator door engineering practice. They are accident-proof, fire-proof, of life-long durability, and are unobtrusive and space-saving. They are operated vertically by electricity or manually, and increase elevator efficiency to a marked degree.

Do not be misled by imitations termed "Peelle Type," "Peelle Style," etc. Write today for one of our engineers, without obligation, or for a copy of latest catalogue.

PEELLE

COUNTER-BALANCED TRUCKABLE

FREIGHT ELEVATOR DOORS

THE PEELE COMPANY

CHICAGO
CLEVELAND
BOSTON
PHILADELPHIA

Stewart Avenue and Harrison Place
BROOKLYN - NEW YORK

CANADA:
MONTREAL
TORONTO
WINNIPEG

Judge PEELE Products by their Users:

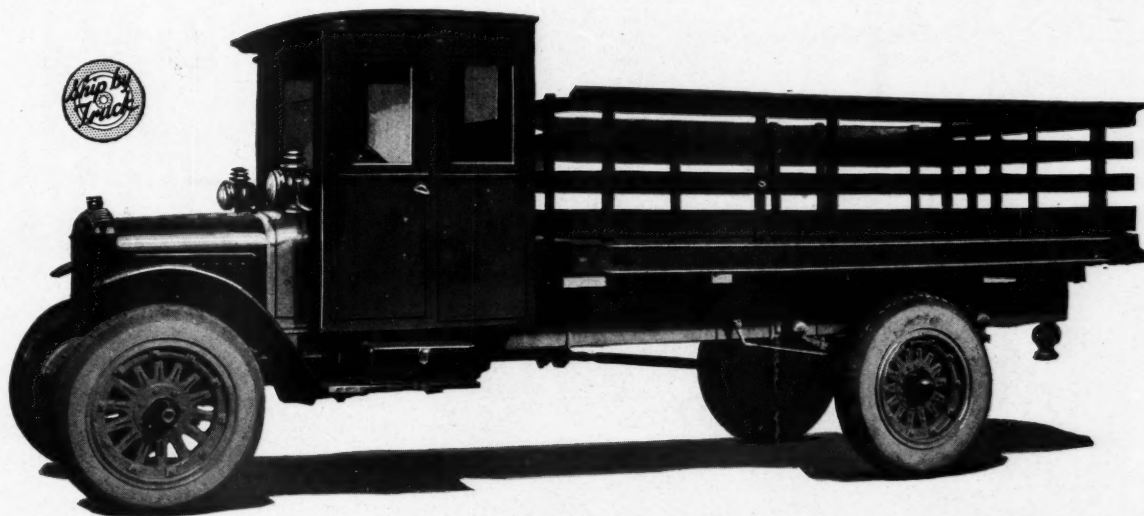
J. W. Packard Warehouse
9th St. Terminal Warehouse
J. F. Murry's Warehouse
K. Soloman Warehouse
Mercer Transfer & Storage Bldg.
Fireproof Storage Co.
E. E. Leach Warehouse
Cold Springs Storage Co.
Medical Supply Warehouse
Fox Warehouse
Army Warehouse
Neil Fireproof Storage Co.

and many others

Peelle Products Protect

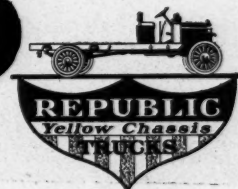
Service

Two thousand service stations stand always ready for action, backed by seven factory-maintained National Parts Depots. This superior service, together with superior performance, accounts for Republic leadership in America.



REPUBLIC TRUCKS

Republic Truck Sales Corporation, 948 Michigan Ave., Alma, Michigan



Kissel Dependability

"The result of 14 years transportation engineering—plus designing and construction experience of trucks in use; a definite Kissel policy of efficient factories, organization and capital to build trucks that actually meet and stand up under respective transportation needs"—

Standardizes Transportation Equipment

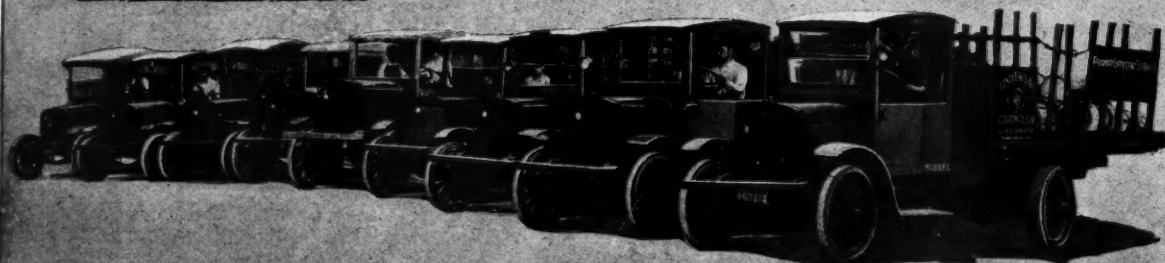
Because owners experience such unusual satisfaction that they standardize on Kissel Trucks as their increased requirements demand—is the reason why the Kissel single unit owners of today become the Kissel fleet owners of tomorrow.

Five sizes—specifications, catalogs from nearest
Kissel distributor or

KISSEL MOTOR CAR CO., Hartford, Wis., U. S. A.



The Universal Cartage Co. of Milwaukee, started with one Kissel Truck (above). "Our standardizing on nine Kissel Trucks (below) has revolutionized our transportation efficiency," says President Vander Heyden.



The Trend in Spring Buying

Motor truck owners are fast coming to realize the need of care in replacing springs. They want springs that are immune from breakage and sagging troubles—springs of such resilience as to lessen wear on tires and mechanism.

When you buy the Harvey Spring you buy highest quality and insurance in one, effecting an eventual saving and protecting yourself by the broad Harvey guarantee.

The Harvey Spring offers the utmost in resilience, strength and endurance.

The severe tests to which every Harvey Spring is put before it can become a part of the motor truck insure this super spring bearing up under most unusual emergencies—conditions which ordinary springs could not withstand. This is because the Harvey Spring is manufactured to the highest possible standards—heat treated and tempered accurately and uniformly by the Harvey patented process, and made boltless.

Write us for information regarding Harvey Truck Springs and for the name of your nearest Harvey dealer.

HARVEY SPRING & FORGING CO.

1126 17th St.
Racine, Wis.



Mead-
Morrison
Capstan
Winch



MEAD-MORRISON SERVICE

Lifts the Load of Industry

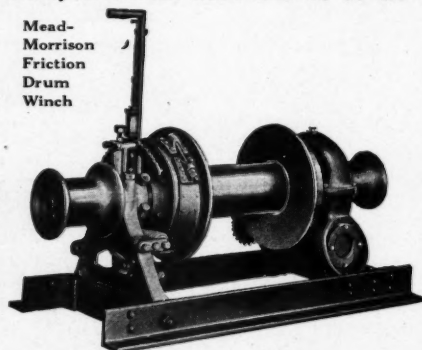
Reducing trucking costs by decreasing idle time in loading and unloading—distinctly an engineering problem. That the Mead-Morrison staff of engineers have so successfully solved this problem is but another demonstration of their ability as specialists in material handling equipment.

MEAD-MORRISON TRUCK WINCHES

Either the Vertical Capstan or Friction Drum type satisfactorily meet every demand of truck users who must economically and speedily handle heavy, bulky loads. Many truckmen have told us of the particular advantages of Mead-Morrison Truck Winches for handling unusual jobs—how they made money under difficult conditions because their trucks were Mead-Morrison equipped.

The Mead-Morrison Motor Truck Winch folder conclusively proves there is a real saving when you "let the engine do the work." Send for one.

Mead-
Morrison
Friction
Drum
Winch



MEAD-MORRISON MANUFACTURING COMPANY



627 Prescott St.

East Boston, Mass.

If It's
Made
of
Canvas
We
Make
It

Quality and Service
is Our Slogan



Write
for
Stock
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and
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Waterproof Storm Covers for Auto Trucks, Wagons and Horses, Tarpaulins, Dust Covers, Piano Covers, Victrola Covers, Tents, Horse Feed Bags, Radiator and Hood Covers, Furniture Loading Pads, Van Liner Pads, Canvas Pads and Bags of every description.

Large Stock—Prompt Deliveries

RICHARDS MFG. CORPORATION,

Philadelphia, Pa.

MAIN OFFICE AND FACTORY: 948-952 NORTH 8th STREET

DUPLEX TRUCKS

BUILT FOR BUSINESS



Duplex Limited Specifications

Capacity—Normal Load 3000 lbs. Maximum allowable weight including body 5000 lbs.

Speed—5 to 30 miles per hour on high speed. The Duplex Limited will attain and hold a speed of 25 miles per hour with a full load, and normal engine speed.

Motor—4 Cylinder enclosed type water cooled. Cast enbloc. Bore 4-inch, Stroke 5 1/4-inch, 3 Point Suspension.

Clutch—Multiple Dry Disc. 5 plates—9-inch diameter.

Transmission—Selective sliding gears—direct on high.

Electric Lighting and Starting—Westinghouse—with 157 am. hr. battery.

Carburetor—Stromberg 1 1/4-inch.

Gasoline Tank—Under cowl—gravity feed. 18 gallon capacity.

Cooling—Special Duplex design Radiator with cast tanks and finned head. Spirex core. 18-inch fan driven by 2-inch leather belt. Centrifugal water pump.

Oiling—Force and splash feed.

Final Drive—Worm.

Front Axle—Drop Forge I-Beam 2 5/8-inch deep.

Rear Axle—Straight or David Brown type of worm gear, with 5.51 ratio.

Springs—Semi Elliptic—front and rear.

Wheels—Heavy Artillery type—12 spokes 1 3/4-inch square.

Tires—Pneumatic Cords 35x5 front; 38x7 rear.

Wheelbase—145 inches.

Equipment—Windshield; Electric starting and lighting; Ammeter; Boyce Motometer; Speedometer; Electric Horn; Tools; Jack; Rim wrench. Front fenders; Alemite High Pressure Lubricating System; Driver's seat without extra charge. (Power tire pump at extra charge.)

Duplex Four-Wheel Drive

3 1/2 Ton Capacity
America's Leading Heavy Duty Truck

The Duplex Limited

A Wonderful, Medium Capacity, High Speed Truck
That is Establishing Remarkable Operating Records

Pneumatic Tired—Full Electric Equipment—Speed 5 to 30 Miles per Hour on High with Full Load—Here is a Speed Truck That Can Really Stand Speed Work.

THE need of the day is quick, sure, economical transportation. Goods must be kept moving. The fastest truck is the most economical truck, of course. But speed must be coupled with mechanical ruggedness.

The difficulty that users of medium capacity trucks have had to face is the fact that the general run of speed trucks couldn't stand steady work. They racked and strained themselves to pieces too quickly.

The Duplex Limited was developed specifically to meet this need. As the result of our years of experience in originating and building the Duplex 4-Wheel Drive Heavy Duty truck we knew how to build trucks that last.

The Duplex Limited is today probably the smoothest running truck

on the roads. Loaded to capacity it travels along easily and steadily and *without strain*. Its motor is so large, so powerful that maximum road speed is obtained with the motor turning over only at *moderate speed*.

The Limited was designed deliberately for *speed*. It was designed for pneumatic tires—and not merely equipped with them. No excessive vibration or shock or strain. It works *easily* and therefore wears *longer*.

It was designed an is built to work—not to travel empty. And it stays on the road—not in the repair shop. It is strong and rugged and safe for *speed* work as the famous Duplex 4-Wheel Drive is for heavy work.

The way it handles; its strength and ruggedness; its ability to keep going without tinkering—these are the reasons why the Duplex Limited is all over America meeting with a wonderful success.

Write us for folders which give mechanical details—and show its mechanical superiority. Ask your Duplex dealer to demonstrate the Limited. You'll get a new idea of motor truck value.



Duplex Truck Company

Lansing • Michigan

One of the Oldest and Most Successful Truck Companies in America

Standard
 Registered
 MADE IN
 DETROIT
 USA
 "all the name implies"



For General Haulage — Standards

There is a Standard Model for every haulage condition. A three and a half ton truck for trunkline work between main centers, the two and a half ton for short hauls to points of distribution, and a light model on pneumatics for final, quick deliveries. Added to these is a five ton truck for extra heavy duty, making a complete line of Standard-sized quality trucks.

Standard Motor Truck Co.

Detroit, Michigan

FROM STOCK A Complete Building in a Single Shipment

We are in position to ship immediately, from stock, Blaw-Knox Prudential Steel Buildings in all widths from 8 to 50 feet, and in any length.

Blaw-Knox Prudential Steel Buildings are universal in application, filling the needs of industrial plants as light manufacturing buildings or as storage and warehousing space—and just as well adapting themselves to service as bunk houses, tool sheds, pump houses, field offices—in fact, every conceivable use.

Weatherproof, fireproof and staunch—permanent structures—not temporary buildings. Write, wire or phone our nearest office.

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 COMPANY
 PITTSBURGH, PA. NEW YORK BOSTON CHICAGO
 DETROIT SAN FRANCISCO

BLAW-KNOX

Trailmobile

Trade-Mark Reg. U. S. Patent Office

Cut The Cost of Hauling

AT PRESENT prices fuel is a bigger factor in hauling costs than it has ever been before. Trailmobiles double the loads trucks haul but they increase fuel consumption only about 12½ per cent. They enable one driver to do the work of two—and save a man when men are scarce.

Trailmobiles make capacity flexible. They enable the truck to operate efficiently with full loads when the amount to be hauled is smaller and provide double capacity whenever it is needed.

For hauling from town to town they cut costs almost in half and so almost double the distance over which hauling can be done profitably.

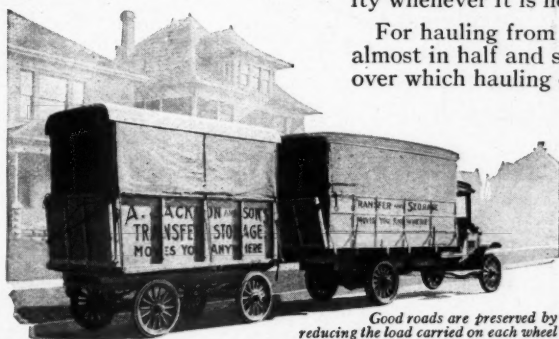
Trailmobiles are built like trucks to stand up under capacity loads hauled at truckspeeds. They have many exclusive features of design that add a great deal to speed and convenience of operation.

Write for literature.

The Trailmobile Company

515-535 E. Fifth Street

Cincinnati, Ohio



The Motorless Motor Truck Thousands in Use

DIVISION No. 1
Light, one-way four-wheeled Trailmobiles for use with passenger cars or light trucks: 1,250 lbs.; ¾ ton, and 1 ton.

DIVISION No. 2
Heavy-duty four-wheeled Trailmobiles for use with trucks: 1½-ton, one-way; 2 tons; 3½-ton, and 5 tons reversible and one-way.

DIVISION No. 3
Semi-Trailmobiles: 2½ tons; 4 tons; 6 tons, and 10 tons.

DIVISION No. 4
Pole Trailmobiles: 1½, 3, 5 and 7 ton.

SCRATCHES VANISH INSTANTLY

PENCIL any scratch with the **MAGIC SCRATCH REMOVER** and it will disappear instantly. You are not asked to believe until you see. That's why we make you this

FREE TRIAL OFFER

Ask us to send you a half dozen **MAGIC SCRATCH REMOVERS** strictly on approval. Give one to each of your packers and van men. Try them out on all manner of marks and scratches. Convince yourself that they work equally on oak, mahogany, walnut or any other wood.

After ten days trial if you are not more than pleased with the results accomplished, if the **MAGIC SCRATCH REMOVER** is not up to your expectations in every way, return the shipment at our expense and the trial will not cost you a penny.

Fill in and mail the attached coupon. It puts you under no obligation to keep and pay for the Magic Scratch Remover unless you wish to do so.



The M. L. Campbell Company

708 E. 19th St.

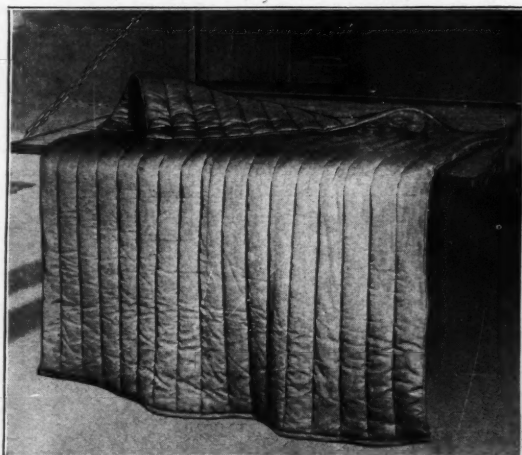
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M. L.
Campbell Co.
Kansas City,
Mo.

Gentlemen—
Send us postpaid
a half dozen **MAGIC
SCRATCH REMOV-
ERS**. We will either
Remit \$2.60 or return
the goods within ten days.

Firm
City

MAISH QUALITY WAGON PADS



PROTECT Your Wares in Delivery

Our new heavier grade of khaki brown covering is used in the making of Maish Quality Wagon Pads. They are soft, smooth, long-wearing.

Exceptionally well made. The filling is an extra thick one-piece layer of cotton (no shoddy). The quilting is in close rows of stitching with heavy carpet thread. Our own special process is used in binding edges. Every seam is protected and ripping made impossible.

Maish Quality Wagon Pads may be returned at our expense if you are not fully satisfied.

Made in three standard sizes:

- No. 10 (small size) Cut size of cloth, 36x72
- No. 20 (medium size) Cut size of cloth, 54x72
- No. 30 (large size) Cut size of cloth, 72x80

The Chas. A. Maish Co.

Makers of the world-famous Maish Comforts
1129 Bank Street Cincinnati, O.

WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

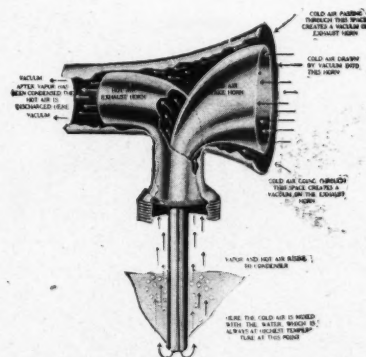
IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

Write Us Your Requirements
So We May Quote You Prices

The Cleveland-Akron Bag Co.
Cleveland, Ohio



Masco Vacuum Air Cooler Helps Keep Motors Cool

The Masco Vacuum Air Cooler keeps the radiator from boiling—the water at a much lower temperature, so that the motor runs 35 degrees cooler—besides warning you when the water's low.

It draws cold air into the radiator—sucks out the hot, and condenses the vapor back into water for recirculation.

You'll sell a lot of these at \$6.00 apiece and every one you sell pays you a good net profit. Write for very liberal sales proposition—dealers and jobbers, write now.

Mayer Auto Specialty Company

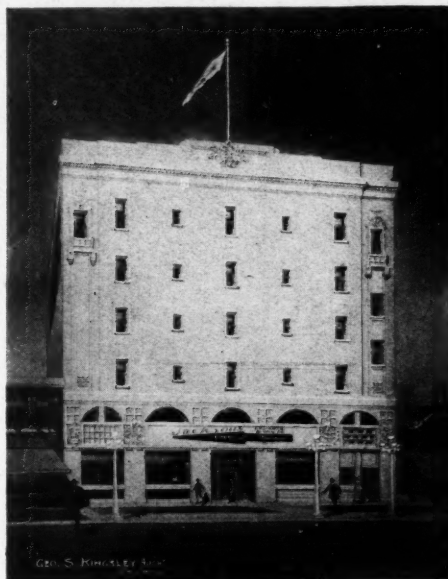
Makers of Masco Ideal Splash Fender
452 Ellicott Square Buffalo, N. Y.

The New Jackson Fireproof Warehouse

Will be one of the finest in the country. Everything essential for the efficient and economical operation of a fireproof furniture storage warehouse has been provided. Equipment includes freight and passenger elevators, sprinkler system, dust-proof floors, mechanical ventilation, vaults, private rooms, garage, paint shop, caretaker's apartment, ornate offices and lobby, heated piano rooms, glazed terracotta front, flood light exterior illumination, rug rooms, trunk rooms, etc.

George S. Kingsley
Architect

109 N. Dearborn St.
Chicago, Ill.



New Fireproof Warehouse now being erected by Jackson's Express & Van Co., Thomas A. Jackson, Pres., at 5949-53 W. Madison St., Chicago. George S. Kingsley, Architect, Chicago.

SAFETY Columbia Elevator Gate

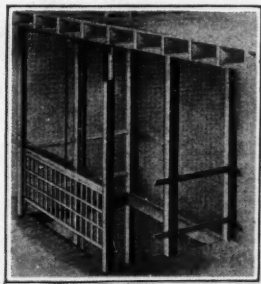
Reduces Your Liability

The Columbia Semi-Automatic Gate is without question the most practicable and *reliable* self-closing elevator gate made—and reduces employers' liability. It is simple in operation and durable in construction.

The gate is carefully counterweighted and can easily be raised by hand—but closes instantly when the elevator leaves the floor level. The Columbia Gate can be used in connection with any kind of elevator.

Let us submit estimates on your particular elevator gate problem. Prices and detailed drawings on request.

Richmond Safety
Gate Company
Richmond
Indiana



GHOSTS of OTHER DAYS

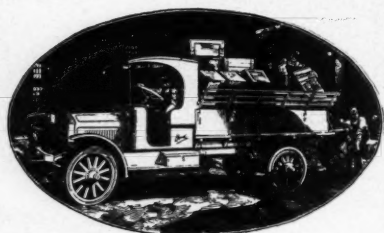


USING SPACE FROM THE CEILING DOWN

Use the wasted space near the ceiling. Put the extra men released at more profitable work. Accomplish both by installing this Portable AF Piler and Stacker, motor operated, mounted on wheels. Units for all requirements. Machines in stock. Ask to-day.

The Alvey-Ferguson Co., Inc.
Cincinnati

GARFORD



Not a "one-job" truck, but built for all-round serviceability on a definite basis of **Low Cost Ton-Mile**—this is what the thousands of Garfords are demonstrating year after year.

THE GARFORD MOTOR TRUCK CO.,
LIMA, OHIO.

GENTLEMEN:

The following is the record of ^{my} Garford motor trucks:

Cap'city	1 1/2 tons	Yrs. of service	3	Avr. miles gal. gas	10	Repairs \$	40	Tot. Mil'ge	54000
Cap'city	..... tons	Yrs. of service	.....	Avr. miles gal. gas	.....	Repairs \$	.....	Tot. Mil'ge	.....
Cap'city	..... tons	Yrs. of service	.....	Avr. miles gal. gas	.....	Repairs \$	.....	Tot. Mil'ge	.....
Cap'city	..... tons	Yrs. of service	.....	Avr. miles gal. gas	.....	Repairs \$	.....	Tot. Mil'ge	.....

Remarks: *I have driven a good many trucks. The Garford is the best all round truck.*

Garford
Lima, Ohio

Returns from a recent investigation among 4,000 Garford owners show 97.6% are 100% satisfied.

TRUCKS

EXCELSIOR PACKING PADS ARE LIKE INSURANCE

YOU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

CRANE PULLER FOR HEAVY TRUCK WHEELS

A
REAL
TIME
SAVER
WHERE
TIME
IS
MONEY



GUARAN-
TEED
TO LAST
A
LIFE-
TIME

ONE Man can remove the heaviest Gas or Electric Truck Wheel in 15 Minutes with this PULLER.

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CRANE PULLER COMPANY

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HOT OFF THE PRESS

A limited number of copies
of the

NEW STORAGE RATE GUIDE

of the

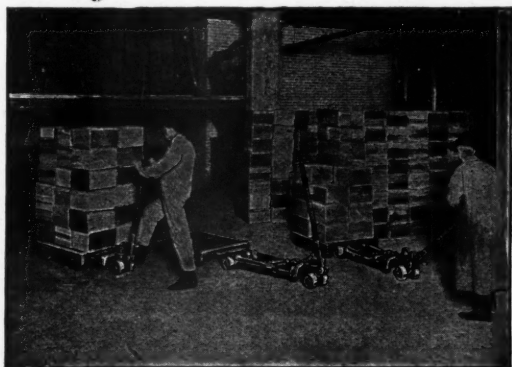
CENTRAL WAREHOUSEMEN'S CLUB

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This new classified rate guide is of inestimable value to all merchandise storage men. The supply is limited. First come, first served.

CENTRAL WAREHOUSEMEN'S CLUB

701 Northwestern Building
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Save Money, Time and Labor by Using

"THE HOLYOKE" Transfer Truck

One Man and this truck performs the work of Four Men.

Various models to suit every variety of work.

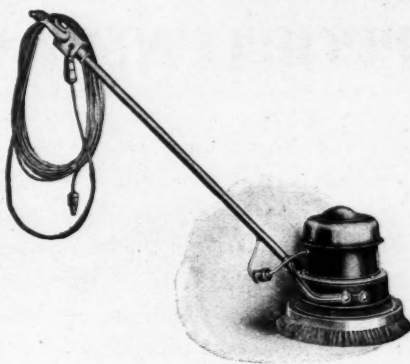
All strongly built and sold under a liberal guarantee

Write for Circular B-1

Holyoke Truck Company

Main Office and Factory
105 Race Street, HOLYOKE, MASS.

Export Department:
77 Broad Street, New York City



Carpet Cleaning the Vacuum- Shampoo Way

Because it thoroughly removes all dirt and grime from carpets and rugs, because it restores the original colors, because it will not injure even the finest rugs—the vacuum-shampoo process is the choice of discriminating carpet cleaners.

A Connersville Plant

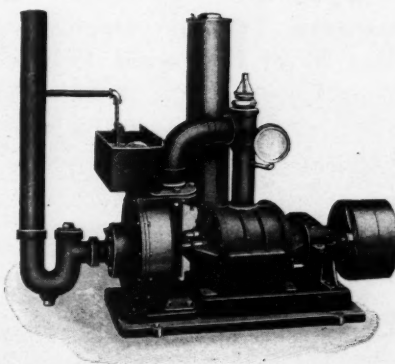
will be your biggest asset

The use of a Connersville scrubbing machine and centrifugal type vacuum cleaner assures you of turning out work that will suit your most exacting customer.

LANDERS, FRARY & CLARK

United Vacuum Appliance Division
CONNSVILLE INDIANA

Dept. I



OPPORTUNITY

Transfer and Storage men are, by training and profession, transportation and haulage experts. They have the knowledge and the experience to make them the best motor truck distributors of any body of American business men. The question arises:—Have they the courage to take advantage of an opportunity to make profits from their specialized knowledge, by engaging in a line of business which is allied to their own?

Opportunity, they say, knocks but once at every man's door. Some men are alert enough to grasp the chances that Fate offers them; to develop the start they secure by being wide-awake, and the public calls them lucky.

You hear men wailing about the "time I could have had the So-and-So Agency," bewailing the fact that he does not have it now and wondering how the "lucky" holder managed to get it.

* There is not so much "luck" as judgment, perseverance, and the courage to enter a field of work which promises adequate rewards for industry. An opportunity for men who are "awake" exists now.

We Have Openings for a Number of Transfer and Storage Men As Our Distributors—Some Territory Open Now Which May Never Be Vacant Again—Now Is Your Time.

Address Sales Manager

J. C. WILSON COMPANY

Detroit, Mich.

Manufacturers of Wilson dependable Motor Trucks

ARCHITECTURAL SERVICE Plus CONSTRUCTIVE ADVICE



Cold Storage Warehouse
S. Miller Fruit Co., Marshfield, Wis.

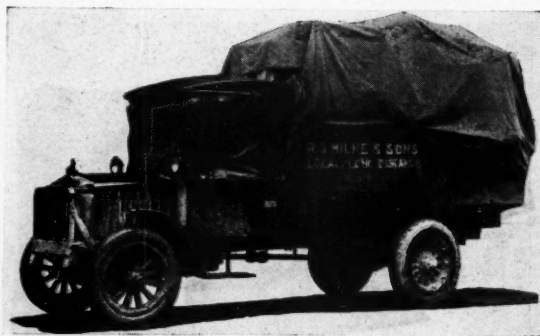
It is a fact that many warehouses are frequently found to be inadequate to the requirements or beyond them because the *MISTAKE* was made of going ahead without *SPECIALIZED ADVICE* of COMPETENT ARCHITECTS and ENGINEERS.

**Don't Make This Mistake.
Build a Warehouse Without Regrets.**

Consult

CARPENTER & WELDON
Warehouse Authorities

30 N. LA SALLE ST., CHICAGO



2-Ton Loads at 25 Miles an Hour

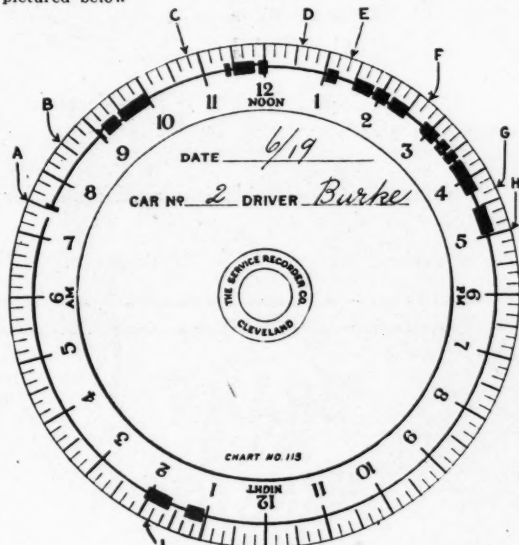
The Jumbo Highway Express gives tonnage and speed together. Fast enough to travel 25 miles per hour, strong enough to carry 4000 pounds *safely* at that speed, the Jumbo Highway Express is a big forward step in motor truck transportation.

If tonnage, speed and reliability will help solve your transportation problems, get full information on the Jumbo Highway Express. Other models to 4 tons completely equipped.
NELSON MOTOR TRUCK COMPANY, Saginaw, Mich.



What's Your Truck Doing All Day?

Here are the facts of one day's operation—facts that the truck owner didn't have to "go out after," but facts which were brought to his desk on the Servis Recorder Chart pictured below



Drily Servis Recorder Chart (much reduced). Heavy mark shows when truck is in motion; narrow line shows truck standing still.
 A—truck started at 7:30. F—held up 20 minutes (drawbridge).
 B—hour and 25 minutes to load. G—stopped 15 minutes (somewhere on return trip. Ask about).
 C—hour and 20 minutes (at freight depot). H—put up at garage at 5:00.
 D—lunch hour. I—taken out during night.
 E—fifteen minutes (loading).

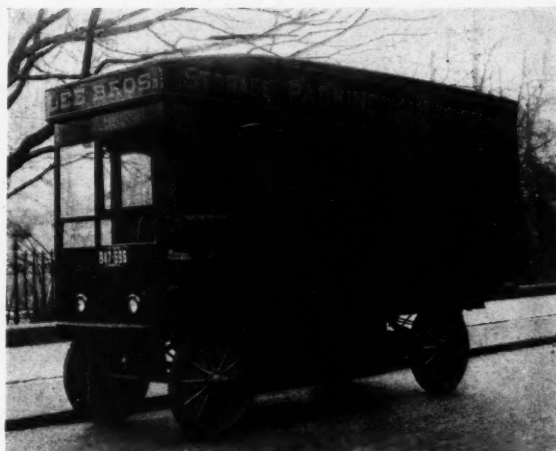
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THE SERVICE RECORDER COMPANY

710 Huron Road

Cleveland, Ohio

WALKER ELECTRIC TRUCKS



Another Satisfied Walker User in New York

ECONOMY

Do not forget that the *real cost* of any trucking equipment is the *expense of using it*.

Many prominent Users of both Walker Electric and gasoline trucks have reported their gas trucks costing from 50 to 100 per cent more to operate than their Walkers, doing the same work.

Need there be further explanation why about 80% of "Walker orders" still remain as "repeat orders" from satisfied users?

Our branches and dealers will gladly tell you about the extreme fitness of the Walker in distribution, warehousing and kindred industries.



The Walker Drive utilizes over 95% of the energy.

WALKER VEHICLE CO.

Manufacturer of Highest Grade Electric Road Trucks and Tractors

CHICAGO

Boston New York Philadelphia

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Are Speeding-up Production

Their use has been introduced in an endless variety of industries—and in every case their time-saving performances have meant greater output. In loading and unloading and in dispatching bulk materials they are everywhere giving absolute satisfaction.

We Design and Build
 Elevators—Conveyors
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 Wagon Loaders
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 Chain

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Established 1814

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Main Office and Works: HUDSON, N. Y.

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BUFFALO

LOWEST-TRUCKING-COST

WAREHOUSMEN

Write us at once and we will send you samples
of the best

Furniture Pads and Covers

THAT CAN BE MADE TODAY
Shipments Given Prompt Attention.
Material and workmanship guaranteed to give perfect
satisfaction.

TOLEDO CANVAS PAD COMPANY
2014 ADAMS ST. TOLEDO, OHIO

G. W. Jones Lumber Co.

807 Lumber Exchange Building
CHICAGO

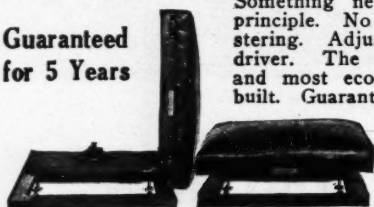
Manufacturers of
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in
Chicago as to the quality of stock we ship.

Wholesale Prices Stock Guaranteed

FLEXO SEATS For Trucks and Tractors

Guaranteed
for 5 Years



Something new in design and
principle. No springs in uphol-
stering. Adjusted to weight of
driver. The most comfortable
and most economical seat ever
built. Guaranteed for five years.

Send for sample
and prices.

The Flexo Seat Co.
688 E. Water St.
Milwaukee, Wisconsin



All Gramm-Bernstein worm drive models carry, as
standard equipment, accessories which are essential
to the satisfactory operation of any truck, and which
are worth \$550 to \$600 at to-day's prices.

The Gramm-Bernstein Motor Truck Co.
Lima, Ohio, U. S. A.

Builder of the First Liberty (U. S. A.) Truck

RECOOPERING THE SIGNODE WAY

Saves Time, Labor and Material Cost.
Hundred Million Boxes, Bales and Bundles
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BUXKIN FURNITURE PADS

Strong Khaki Canvas, Stitched Both Ways
18 x 72 36 x 72 54 x 72 72 x 72

THE N. Y. TENT & TARPAULIN CO.

Successors to Y. Tent & Tarpaulin Co.
388 ATLANTIC AVE. BROOKLYN

Cracked Water Jackets and Cylinders

Permanently repaired at
great saving of time
and expense with

Peters' Metallic Filler

A low metal compound,
melting at 300°F. No
risk of warping or dis-
torting the casting.
Many repairs can be made without dismantling motor.
Price \$5.50 per lb.
Write for booklet "Information for the Expert Mechanic"—
sent free.



Aluminum Brazing Solder Company
Widener Building Philadelphia, Penna.

KEEP IT UP!

One step won't take you very far, you've got to
keep on walking;
One word won't tell them what you are, you've
got to keep on talking;
One inch won't make you tall, you've got to keep
on growing;
One little "ad" won't do it all, you've got to keep
'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.



TRADE **YALE** MARK

1920 INTER-PLANT TRANSPORTATION

A Yale Spur-Gear Chain Block suspended from a Trolley, and I-Beam System. Quickly and with little effort heavy materials can be moved from one department to another via the overhead I-Beam route. An overhead I-Beam track system will save your floors and economize aisle space.

Roller and hand truck methods are slow and expensive. A Yale Spur-Gear Block suspended from a Trolley and I-Beam system requires less operating effort, will make more trips per hour, and carry more material per trip with increased safety to the operator and the load.

Yale Chain Blocks are carried in stock by all representative supply houses. Our new Hoist Catalog explains the details. Write for it.

For a Factory Locking Equipment use a Yale Master-Key System

The Yale & Towne Mfg. Co.
Makers of the Yale Locks
Stamford, Connecticut

Distribution & Warehousing

is the

Connecting Link

between the

Shipper and the Warehouseman

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several copies each so that all the men who handle their distribution and shipping may benefit by reading it regularly. It costs but \$2.00 a year (\$2.50 west of the Mississippi).

Distribution & Warehousing

239 West 39th Street

New York

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Save
Time
and
Labor
Sawing
Boxing
and
Crating
Lumber

This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

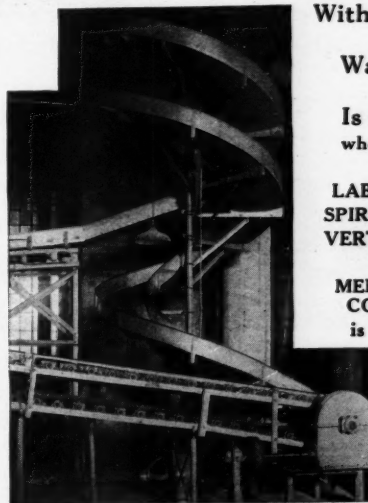
The Reliance MOTOR DRIVEN Swing Saw

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work. Tell us your requirements and we will submit proposals.

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4600 SPRING GROVE AVE.
CINCINNATI, OHIO

YOUR COMPETITOR HAS ONE



With Help Scarce
AND
Wages High
NOW
Is the Time
when the need
for our
LABOR-SAVING
SPIRAL CHUTES
VERTICAL LIFTS
AND
MERCHANDISE
CONVEYORS
is imperative

Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise store-houses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

Haslett Spiral Chute Co., The

Factory: Madison and 20th Sts., Philadelphia, Pa.
Southern Office: 523 Calvert Bldg., Baltimore, Md.
Pacific Coast: 228 Pine St., San Francisco, Cal.

Renew the Power and Life of Your Engine

by having the

Cylinders Reground

and equipped with new

Pistons—Piston Pins—Piston Rings

by the

Butler Manufacturing Co.

1124 E. Georgia St., Indianapolis, Ind.

Brown Portable Conveying Machinery Co.

"Brown-Portable" machines will cut your commodity-moving time and labor costs. Whether elevating, conveying, loading or unloading—either bags, barrels or boxes—ask a "B-P" engineer.

Ask for Bulletin F 38


10 So. La Salle St.,
Chicago

30 Church St.,
New York

GOOD YEAR
CORD TIRES
SAVE TRUCKS

CONDRON COMPANY

T. L. CONDRON - C. L. POST - A. M. WOLF

ENGINEERS 

Designers of Industrial Buildings

Industrial - Architectural - Structural - Mechanical - Electrical

1433 MONADNOCK BLDG.  **CHICAGO, ILL.**

 PHONE HARRISON 69 

1½, 2, 3½ and 5 Ton WORM DRIVE Models

Write for full information

SELDEN TRUCK CORPORATION

ROCHESTER, N. Y., U. S. A.

Selden Motor Trucks

20% Feed Bill Saver

This means if at present you are feeding 4 qts. to each horse per meal, by feeding crushed oats you save 2.4 qts. The yearly saving is 27 bushels, and figuring oats at 55 cents per bushel means \$15.00 saved on each horse. Just multiply this on each horse you have.

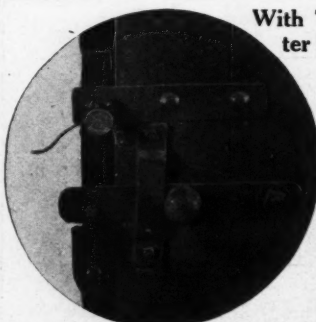
Crushed oats produce bone and muscle and keep horses in better working trim with more staying power, because Crushed Oats gain over whole oats from 15 to 25 per cent in nutriment.

The National is the most economical crusher to do this work—the power consumed costing about 10 cents per horse per month. It frees the food from foreign particles. This crusher will crack corn at the time it's crushing oats. Write for our money-saving booklet on crushed oats feeding—it's free. Write now.

National Oat and Corn Crusher

made by Excel Mfg. Co., Pottersville, N. J.

With This Seal You Get Better Protection Than With a Dozen Locks



The Brooks Patented Tin-Bottom Seal defies all efforts at tampering. Unlike the finest lock, it cannot be "picked." Patrons are guaranteed protection to their goods stored in warehouses using Brooks seals. Warehouses using Brooks Seals are free from complaints. The unbroken seal, its number being verified, leaves no doubt that any package, trunk, or container is as originally sealed.

We produce metal strip seals for use in the same or variety of other uses. Let us know your needs. Write us for quotations.

Baystate Storage Warehouse Co. of Springfield, Mass., is one of our users.
E. J. BROOKS AND COMPANY,
227-229 Fulton St., New York City

STORAGE SEALS

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.



If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash. Novelty of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

FOR SALE—Old established transfer and storage business (warehouse, motor trucks, teams and other equipment) in a city

having a population of nearly 15,000, located in Western Pennsylvania. We do 90% of the transfer and storage business in the city. Owner's health, reason for selling. Address Box 130, care of DISTRIBUTION & WAREHOUSING, 239 West 39th St., New York City.

FOR SALE—Englewood Fireproof Warehouse. Two trucks; garage on property. Both houses full. Good paying place. Here is a chance if you want a bargain. H. P. Blace, Englewood, N. J.

FURNITURE PADS

*Made of Durable
Colored Canvas*

STOCK SIZES:
36" x 72" 50" x 72" 75" x 72"

*Burlap, Waterproof Tarpaulins,
Bags, Etc.*

FULTON BAG & COTTON MILLS, Inc.

330 WYTHE AVE., BROOKLYN, N. Y.

ESTAB. 1870. Phone: Greenpoint 4200

A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

says an owner of four of them
SELF-LIFTING PIANO TRUCK CO., Findlay, O.



End
Truck
Covers

Straps

More efficient—less expensive—better distribution than elevators. Anybody can operate them—any time—day or night.

VOLNEY W. MASON & CO.

INC.

Established 1860 Telephone, Gaspee 1211 Incorporated 1902
PROVIDENCE, R. I., U. S. A.

D. P. Kaercher, 76 Summer St., Boston, Mass.

Patent Whip Hoists

MOTOR OR BELT DRIVEN

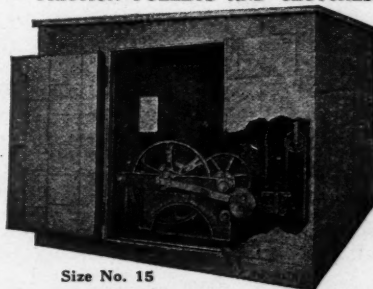
"In use at—"
New Bedford Storage Warehouse Co.,
Terminal Warehouse Co., Prov., R.I.
National Dock & Storage Co., East
Boston, Mass.
New York Dock Co., Brooklyn, N. Y.
Crimmins & Peirce, Boston, Mass.
New Bedford, Mass.
Borden Condensed Milk Co., New York
City.
Eddystone Mfg Co., Phila., Pa.
Jamestown Worsted Mills, James-
town, N. Y.

For Mills, Docks, Cotton and Woolen Warehouses, etc.

EXPRESS SERVICE—200-400 feet per minute

SEVERAL THOUSAND IN USE

FRICTION PULLEYS AND CLUTCHES



It
Will
Pay
To
Look
Into
This

Any
?
Will
Receive
Prompt
Reply

Size No. 15

1500 lb. Whip in Pent House of
The Charles River Stores, Beverly St., Boston, Mass.
Sizes—500 lb., 1000 lb., 1500 lb., 2000 lb.



The Jaqua-Detroit Phonograph Cover

made by
Detroit Canvas Manufacturing Company

This Jaqua-Detroit phonograph cover, made in two sizes, No. 1 small, No. 2 large, is a heavy brown canvas cover, padded, quilted and heavily fleece lined. It has shoulder straps and under straps so one man can easily carry the machine when covered. There is a special flap at the top, with a grommet, for shipping tag.

Other Jaqua-Detroit products include:

- Water proof storm covers for horses and wagons,
- Auto truck radiator and hood covers,
- Fleece lined piano covers,
- Table top pads,
- Furniture and van pads.

The Jaqua-Detroit furniture pad is a particularly economical buy at the present quotation, \$34 a dozen. Of heavy cream color drilling, sewed in squares from the center. These 60" x 72" pads will give long service and ample protection—a good buy at any time, a better buy now at this price.

Practical ideas, high quality of materials, skilled workmanship and modern manufacturing facilities are combined by the Detroit Canvas Manufacturing Company to make unexcelled products. We solicit the opportunity to demonstrate to buyers in the transfer and storage industry the money-saving ideas and practical utility built into Jaqua-Detroit goods.

Detroit Canvas Mfg. Company
245-247 Larned St., East Detroit, Mich.

JAQUA-DETROIT

PHONOGRAPH COVER

SHIPPERS INDEX

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A		I	
Adams Storage & Transfer Co.	91	Independent Warehouses, Inc.	83
Albert	91	Indianapolis Warehouse Co.	71
Appalachian Corp.	72	International Warehousing Co.	92
Arcade Express & Storage Co.	80	Interstate Forwarding Co.	90
Atlas Fireproof Storage & Warehouse	82	Island & Terminal Transfer Co.	90
Atlas Storage Warehouse	92		
B		J	
Baltimore Storage & Moving Co.	73	Jones-Clark Trucking & Storage Co.	86
Beaumont Bonded Warehouse	96		
Bekins Fireproof Storage	68		
Bekins Household Shipping Co.	69		
Billings Warehouse & Trading Co.	78		
Bimberg Sons, Joseph	82		
Binyon-O'Keefe Fireproof Storage	98		
Blackham Storage & Trucking Co.	82		
Blaheslee Co., The Ralph N.	80		
Blanchard Storage Co., Inc.	84		
Blanch's Transfer & Storage Co.	94		
Bond Fireproof Storage Co., E. M.	96		
Brown Trucking Co.	71		
Buckeye Transfer & Storage Co.	90		
Buckley Co., T. G.	73		
Buffalo Storage & Carting Co.	82		
C		K	
Cady Moving & Storage Co.	95	Kaufman Fireproof Storage Ware-	
Carnahan Transfer & Storage Co.	92	houses	73
Carolina Storage & Distributing Co.	86	Kedney Warehouse Co.	77
Catheart Transfer & Storage Co.	69	Keunick-Patterson Co.	68
Central Storage Co., Kansas City	77	Keystone Storage Co.	91
Central Storage Warehouse Co.	87	Kinderman, Julius, & Son	81
Central Warehouse Co. (Baltimore)	73	King Storage Warehouse	83
Central Warehouse Co. (St. Paul)	77	Knickerbocker Storage Co. (Cleve-	
Chaifanoga Transfer & Storage Co.	96	land)	88
Chelsea Fireproof Storage Ware-		Knickerbocker Storage Warehouse	
houses, Inc.	82	Co. (Newark)	79
Chicago Storage & Transfer Co.	70	Kutschbach-McNally Co.	90
Church Warehouse & Transfer Co.	91		
Cleveland Storage Co.	87		
Cleveland Warehousemen	88-89		
Cole & Gray	80		
Cold Spring Storage Co.	81		
Columbia Transfer Co.	78		
Commercial Truck & Storage Co.	88		
Cotter Transfer & Storage Co.	90		
Crutcher Warehouse Co., L. T.	77		
Cummings Storage Co.	86		
Currier-Lee Warehouse Co.	70		
D		L	
De Camp, Inc., Job	79	Lake Shore Moving & Storage	88
Depenthal Truck & Storage Co.	90	Lawrence Warehouse, Oakland, Sacra-	
Detroit Storage Co.	75	mento, San Francisco	68
Dewey & Co., Geo. E.	69	Leritz & Son, L.	77
Duggan Transfer Co.	98	Lincoln Fireproof Storage Co.	
E		(Cleveland)	88
Eldridge Express & Storage Co.	79	Lincoln Storage Co. (Dayton)	90
Elmira Storage Sales Co., Inc.	82	Lincoln Storage Warehouse (E.	
Elston Packing Storage Co.	76	Orange N. J.)	79
Empire Storage Co.	76	Long Island Storage Warehouses	81
Empire Storage Warehouse	86	Leon Storage Co.	90
Erie Storage & Carting Co.	91		
Euclid Fireproof Storage Co.	89		
F		M	
Fidelity Fireproof Storage Co.	60	McAllister Warehouse Co.	88
Fireproof Storage & Transfer Co.	76	McGann Co., The	80
Fireproof Warehouse & Storage Co.	90	Mason Transfer & Storage Co.	97
Flag Storage Warehouse	85	Mathews Storage & Transfer Co.	97
Fort Worth Storage & Warehouse	87	Mercantile Storage & Warehouse	79
Frederick's Taxicab & Transfer Co.	91	Mercantile Storage Co., The	90
G		Merchants' Transfer Co.	97
Gardner, B. R., Storage Co., Inc.	69	Miller & Lemington	98
General Fireproof Storage Co.	90	Miller North Broad Storage Co.	92
General Storage & Carting Co.	76	Minneapolis Terminal Warehouse Co.	76
Glenn, O. J., & Son	82	Minot Warehouse & Storage Co.	86
Gordon Fireproof Warehouse & Van		Mollen Transfer Storage Co.	90
Co.	78	Monarch Storage & Warehouse Co.	82
Graham Storage & Warehouse Co.	73	Monroe Warehouse	84
Gramatan Warehouse	81	McMonery & Co.	81
Griswold & Walker, Inc.	70	Monumental Storage Co.	73
H		Mooney's Storage Warehouse	80
Harrisburg Storage Co.	91	Morgan & Brother	83
Harris Transfer & Warehouse Co.	66	Morr, D. A., Transfer & Storage Co.	77
Haslett Warehouse Co., The	68	Morrow Transfer & Storage Co.	69
Hawley Bros.	94	Mott Haven Storage Warehouse Co.	84
Haug & Keenan Storage & Trans-		Murdoch Storage & Transfer Co.	94
fer Co.	94		
Hebard Storage Warehouse	71		
Heveler Warehouse Co.	94		
Hegan Transfer & Storage Co.	72		
Holyoke Warehouse Co.	75		
Hookway Storage Warehouse	85		
Hudson Stores, Inc.	79		
I		N	
		Neal Fireproof Storage Co.	89
		New Bedford Storage Warehouse	75
		New York Dock Warehouse Co.	83
		Ninth St. Terminal Warehouse Co.	87
		North Philadelphia Storage Co.	92
		North River Warehouse, Inc.	84
J		O	
		Oakland Exp. & Transfer Co.	94
		O-K Transfer & Storage Co.	91
		O'Neil, John	95
K		P	
		Pacific Storage & Transfer Co.	98
		Pacific Storage & Warehouse Co.	79
		Pagels, Fred	86
		Peasley Transfer & Storage Co.	69
		Penn Storage & Van Co.	92
		Pettit's Storage Warehouse Co.	71
		Petry Express & Storage Co.	80
		Philadelphia Local Express	92
		Post, R. F., Estate	95
		Prudential Storage Moving	66
L		Q	
		Quackenbush Warehouse Co. (Scranton)	95
		Quincy Market Cold Storage Ware-	
		house Co.	74
M		R	
		Railway Terminal & Warehouse Co.	71
		Redhead Storage Co.	89
		Rochester Carting Co.	84
		Roger Sherman Transfer Co.	69

(Continued at bottom of opposite page)

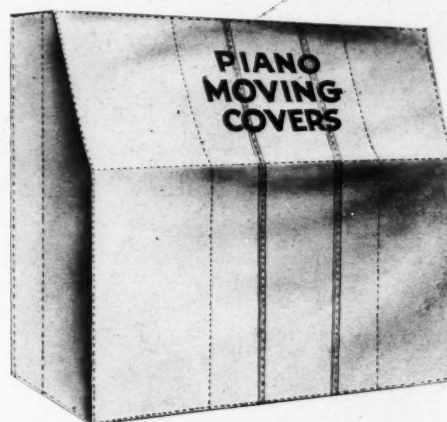
INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A		K	
Aluminum Brazing Solder Co.....	122	Kelly Springfield Tire.....	128
Alvery-Ferguson Co.....	117	Kingsley, Geo. S.....	117
B		Kisel Motor Car Co.....	110
Blaw-Knox Company.....	114	L	
Boyce-Veeder Corp.....	61	Landers, Frary & Clark.....	119
Brooks & Co., E. J.....	124	M	
Brown Portable Conveying Machinery Co.....	124	Maish Co., Chas. A.....	116
Bush Terminal Co.....	Front Cover	Mason & Co., Inc., Volney W.....	125
Butler Mfg. Co.....	124	Mathews Gravity Carrier Co.....	Third Cover
C		Mayer Auto Specialty Co.....	116
Campbell Co., M. L.....	115	Mead Morrison Mfg. Co.....	112
Carpenter & Weldon.....	120	Moores & Dunford.....	64
Central Warehousemen Club.....	119	N	
Cleveland-Akron Bag Co.....	116	Nelson Motor Truck Co.....	120
Clydesdale Motor Truck Co.....	5	New York Tent & Tarpaulin Co.....	122
Condron Co.....	124	P	
Crane Puller Co.....	118	Paige-Detroit Motor Car Co.....	Second Cover
D		Pete Co.....	108
Detroit Canvas Mfg. Co.....	126	Portland Cement Assn.....	13
Diamond T Motor Car Co.....	99	R	
Duple Truck Co.....	113	Renno-Kaetker Elec. Co.....	123
E		Repub. Motor Truck Co.....	160
Economy Engineering Co.....	105	Richards Mfg. Corp.....	112
Edison Storage Battery Co.....	4	Richmond Safety Gate Co.....	117
Electrical & Specialty Supply Co.....	113	S	
Electric Storage Battery Co.....	100-101	Selden Truck Sales Corp.....	124
Employers Indemnity.....	102	Self-Lifting Piano Truck Co.....	125
Excel Mfg. Co.....	124	Selle & Co., H. W.....	118
Exchange, The.....	125	Service Recorder Co.....	121
F		Signode System, Inc.....	122
Federal Motor Truck Co.....	6	Standard Motor Truck Co.....	114
Flexo Seat Co.....	122	T	
Fulton Bag & Cotton Co.....	125	Toledo Canvas Pad Co.....	122
G		Traffic Motor Truck Corp.....	62
Garford Motor Truck Co.....	118	Tramobile Co.....	115
General Motors Truck Co.....	104	Trans-Continental Freight Co.....	1
Gifford-Wood Co.....	121	U	
Goodyear Tire & Rubber Co.....	124	United States Rubber Co.....	63
Gramm-Bernstein Motor Truck Co.....	122	W	
H		Walker Vehicle Co.....	121
Harvey Spring & Forging Co.....	111	White Co.....	Back Cover
Haslett Spiral Chute Spring Co.....	The.....	Wilson, J. C.....	120
Holway Trailer Co.....	106	Y	
Holvoete Truck Co.....	124	Yale & Towne Mfg. Co.....	123
Hyatt Roller Bearing Co.....	2		
I			
Iden Co., Wm. A.....	127		
Insurance Co. of North America.....	107		
J			
Jones Lumber Co., G. W.....	129		
Junos Freight Forwarding Co.....	3		

SHIPPERS INDEX—Continued

(Continued from opposite page)

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FLEECE LINED PIANO COVERS—SPECIAL

\$14.00

Furniture Loading Pads

**TABLE TOP COVERS
VICTROLA COVERS
VAN LINER PADS**

WATERPROOF AUTO TRUCK COVERS
WATERPROOF WAGON COVERS

BURLAP—TWINE—ROPE

Get the Best

WM. A. IDEN CO.

564 Washington Blvd.
CHICAGO, ILL.

Write for Prices



Transfer and storage companies have been quick to recognize the advantages of the Kelly Caterpillar tire.

Its greater resiliency, its surefootedness under all conditions and its consistent mileage performances have made its economies so evident that leading storage companies all over the country are adopting it, many using Caterpillars as exclusive equipment on their trucks.

Caterpillars save truck depreciation, decrease repair costs, cut down gasoline and oil consumption and give amazing traction.

They will both increase the efficiency of your trucks and enable them to operate more economically.

Kelly-Springfield Tire Co.

New York, N. Y.

WALKER STORAGE WAREHOUSES

Largest Furniture Warehouses in Southern Alabama

Modern Brick Warehouses
for the Storage of
Household Goods Only

Moving, Packing and Shipping

MAIN OFFICE

926 Conti Street

Warehouses Protected by
Grinnell Automatic
Sprinkler System

MEMBERS: New York Furniture Warehousemen's Association; Southern Furniture Warehousemen's Association

Mobile, Ala., January 24, 1920.

Standard Motor Car Co.,
Mobile, Ala.

Gentlemen:

We wish to say just a word in appreciation of the 34 X 6 Kelly-Springfield Caterpillar Tires we have on our 2 ton van.

These tires have been used over four months. There has been absolutely no tendency to chip or flake, and whatever wear there is is so even that it cannot be detected.

It is a common practice for us to send our 2 ton van out light to pull out our 2 1/2 ton van loaded, which is equipped with smooth solids. And yesterday our Caterpillars made a 70 mile trip through (I use "through" advisedly) some of the worst country roads, and they pulled through without a slip. We wish we had Caterpillars on all our trucks. We can frankly say that the Caterpillar Tire is in our estimation the last word in truck tires, and can readily recommend them to anyone.

Very truly yours,

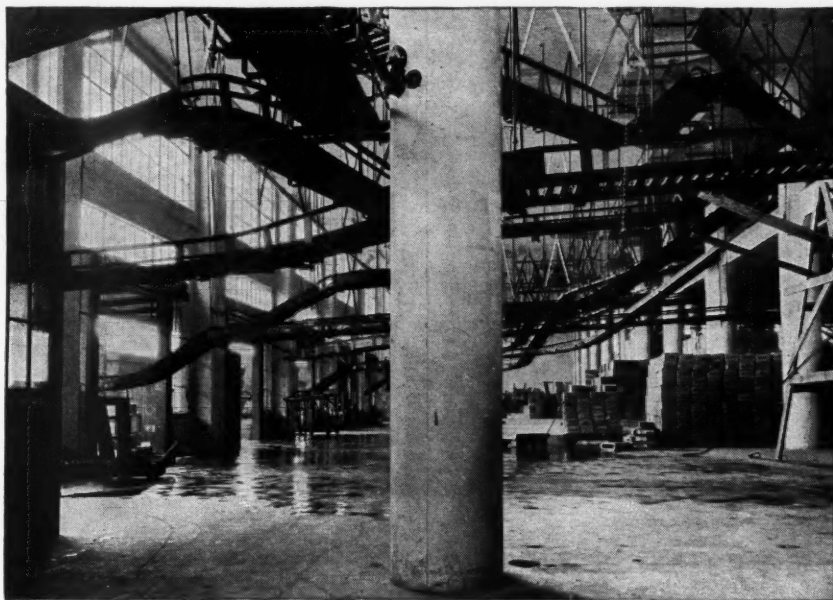
WALKER STORAGE WAREHOUSES

By-

J. S. Walker



The letter above is typical of many others in our files—practically all of them unsolicited.



You may not require so pretentious a conveying system as that of the California Associated Raisin Company, shown above, but you can effect the same relative economy in your own establishment. (Note how the overhead system in this instance enables maximum utilization of floor space).

Reducing "H. C. P."

The way to strike a body blow at High Cost of Production is to aim at the non-productive factors in your operating system. Cut down the "dead load"—on the labor, power and floor space you now devote to moving materials, boxes, cases, barrels, etc., from place to place.

Mathews Gravity Roller Conveyor systems not only release human and mechanical energy for today's real needs of industry, but they increase the value of every dollar put into actual production. They keep machines, work benches, trucks, cars "fed"—loaded—supplied—busy. They eliminate the body-wearying drudgery of lifting, lugging, toting, wheeling. They make working conditions more inviting and workers more contented.

There are no "ifs" or "buts" about the economy effected by the Mathews. No intangible theories. The possibili-

ties are obvious; facts bare; figures actual. The hands and dollars it saves can be counted!

Free Gravity is the force which operates the Mathews. Perfectly balanced drawn steel rollers, revolving on frictionless ball bearings, enable Gravity to keep objects on the move at inclines so slight as to excite wonder.

In a word, there is no argument that can be successfully mustered against the use of Mathews Gravity Conveyor systems as an economy and speed-up measure. Isn't that a good reason for thinking the matter over *seriously*—then letting one of our sales engineers show you how much of a system *your* plant should have, what it should cost, and what it should save? Write.

MATHEWS GRAVITY CARRIER CO.
134 Tenth St., Ellwood City, Pa.

Branch Factories: Port Hope, Ontario—London, England

Member of Material Handling Machinery Manufacturers' Association.

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER

Roll Call

of White Truck Fleets in Motor Transport Service

THE durability, dependability and economy of White Trucks in Motor Transport Service is evidenced by the large number of hauling contractors, transfer, storage and cartage companies who operate fleets of Whites. These owners *know* truck values. They increase their White equipment *steadily* because White Trucks *steadily* do the most work for the least money.

The following is a list of representative companies who operate three or more White Trucks in Motor Transport Service. These 87 fleets total 516 White Trucks.

Cartage Company Storage & Contracting Co. Baggage & Cab Co.	Cleveland, Ohio Akron, Ohio Atlanta, Ga.	Geo. H. Manock Geo. Mayeda J. E. Miller P. Milliron Monahan Express Company	Lawrence, Mass. Fresno, Cal. Wheeling, W. Va. E. Liverpool, Ohio New York City.
Belmar Moving & Storage Co. Brawn-Robinson Transportation Co. Brockton Transportation Co. Brown Transfer Co. California Truck Co. The Canton Storage & Transfer Co. Cincinnati Railroad Omnibus Co. The Cleveland Cartage Company Cleveland Transfer Co. Commercial Free Delivery Co. Commercial Transfer Company Coney's Express Co. Crescent Forwarding & Transfer Co. Cuneo Storage Company Davis, King Company J. De Boer Duquesne Transfer Company Erie Service Company Farnsworth & Ruggles Field & Poorman Auto Truck Co., Inc. Flesher Transfer Company Francis Cartage Company Fredericks Taxicab & Transfer Co. Gordon Fireproof Warehouse & Van Co. Grosse Pointe Express Co. Herrin Transfer Company R. C. House Transfer Co. Independent Cartage & Storage Co. Jackson Express & Van Company M. Kaplan & Sons Co. Edward F. & Francis W. Kelly Kennicott Patterson Transfer Co. Geo. C. Kirkhope The Knickerbocker Storage Co. Lambert Transfer Co. Lierly & Son E. B. McAllister J. L. McCormick McLaughlin Draying Co. McRae, Ouderquirk & Halleran	Cleveland, Ohio Akron, Ohio Atlanta, Ga. Lawrence, Mass. Pittsburgh, Pa. Kingman, Ariz. Brockton, Mass. Rome, Ga. Los Angeles, Cal. Canton, Ohio Cincinnati, Ohio Cleveland, Ohio Cleveland, Ohio Elizabeth, N. J. Fresno, Cal. Wildwood, N. J. New Orleans, La. New York City West Acton, Mass. Bardonia, N. Y. Duquesne, Pa. Buffalo, N. Y. San Francisco, Cal. Portland, Ore. Pittsburgh, Pa. Cleveland, Ohio Youngstown, Ohio Omaha, Neb. Grosse Pointe, Mich. Shreveport, La. Atlanta, Ga. Cleveland, Ohio Chicago, Ill. Worcester, Mass. Brooklyn, N. Y. Denver, Colo. Cleveland, Ohio Akron, Ohio Seattle, Wash. Taft, Cal. New York City Fargo, N. D. Sacramento, Cal. Brockton, Mass.	Geo. H. Manock Geo. Mayeda J. E. Miller P. Milliron Monahan Express Company Moore & Jonson Morgantown Trans. & Storage Co. Motor Terminals Co. Frank Parmelee Company Pennsylvania Transfer Co. Pioneer Truck & Transfer Co. B. Price Priver Auto Delivery Progressive Transfer Company D. B. Randolph The Redhead Storage Company G. F. Reed & Son Geo. Retallack Rocky Mountain Park Transp. Co. Rudisail Transfer Co. Thos. J. Ryan Salt Lake Transportation Co. San Francisco Drayage Co. Seattle Taxicab Transfer Co. T. Shanahan, Jr. Shaw Transfer Co. Dennis Sheen Transfer Co. Smith & Hicks A. R. Tibbetts Union Transfer Company Union Transfer Company Valley Transfer Co. Veteran Trucking Co. The Wahl Moving & Transfer Co. Wellington Transfer Co. Percy Wenham John White C. J. White & Company B. H. Willis Geo. J. Willmot's Sons Windermere Transfer & Moving Co. Yellow Cab Baggage & Transfer Co.	Lawrence, Mass. Fresno, Cal. Wheeling, W. Va. E. Liverpool, Ohio New York City. Basin, Wyo. Morgantown, W. Va. Cincinnati, Ohio Chicago, Ill. Pittsburgh, Pa. So. Manchester, Conn. Los Angeles, Cal. Chelsea, Mass. Los Angeles, Cal. St. Louis, Mo. Dinuba, Cal. Cleveland, Ohio Brockton, Mass. Casper, Wyo. Estes Park, Colo. Spartanburg, S. C. Collingdale, Pa. Salt Lake City, Utah San Francisco, Cal. Seattle, Wash. Philadelphia, Pa. Kansas City, Mo. New Orleans, La. Richmond, Va. Boston, Mass. Fremont, Neb. Philadelphia, Pa. Porterville, Cal. New York City Cleveland, Ohio Youngstown, Ohio Wickliffe, Ohio New York City Kansas City, Mo. Beaumont, Texas Worcester, Mass. Cleveland, Ohio Minneapolis, Minn.

There are now in actual service 3,691 White Fleets,
comprising 40,919 trucks, exclusive of single
truck installations.

THE WHITE COMPANY
CLEVELAND